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LANDSCAPING THE AVERAGE AMERICAN HOME



Opening a new selling field
in which you will find
~ ~ ~ greater profits

LANDSCAPING THE AVERAGE AMERICAN HOME

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OPENING A NEW SELLING FIELD IN WHICH YOU WILL FIND GREATER PROFITS

THIS book is written and published under the sponsorship of the Fruit and Flower Club, an association of nursery firms who sell exclusively through salesmen.

This Club, which has now been in existence for several years, has as its principal aim the betterment and development of the selling branch of the nursery business as it applies to nursery salesmen, who are doing so much to make America more beautiful and American homes more livable and valuable.

You as our salesman are in direct personal contact with our customers. Only through YOU can we serve them well, and the purpose of the Fruit and Flower Club is to serve you that you may serve them.



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FOREWORD

To You Mr. Salesman:

YOU are interested in making money! This booklet is designed to assist you in that purpose. Your ability to convince the customer depends upon three things:

1. *That you believe in your job.*
2. *That you know what you are talking about.*
3. *That your materials are the best that can be grown.*

Any salesman possessing these three attributes is bound to succeed, provided, of course, that he is devoting honest effort to his job.

The following pages set forth in simple language the information that will make you a real power in the selling field. Dollars cannot be gleaned as one might pluck daisies by the roadside. They will come in proportion to your effort and to your mastery of the simple truths and the facts herein set forth. This is your salesmanship Bible. Keep it with you; refer to it constantly; master its contents, and yours will be success.



YOUR OPPORTUNITIES

THREE are ten million homes in the United States where possible sales of Nursery stock may be made. The amount spent by different home owners will vary greatly, but it is safe to assume that the average might be fifty dollars which means that a possible sale of five hundred million dollars exists in this field. This is the financial opportunity.

SUCH A HOUSE
AS THIS MEANS
BUSINESS
Illustration
No. 1



People are ready and eager to landscape and plant their homes. The desire for attractive surroundings is universal and it is the rare exception to find a person lacking this interest. This desire is increasing tremendously; it is sweeping the country and it will continue to grow.

This movement is being given impetus by the universal ownership of automobiles. Motor cars have made it possible for the wage earner to move out from the city to places where taxes are less and to where he may have a

PLANTINGS
MAKE THE
HOUSE A HOME
Illustration
No. 2



little plot of ground and a garden. Economists and architects tell us that this trend will increase every year and that the time will come when the country roads will be completely lined with the homes of people who work in the near-by cities. All of this means more business, for they will plant their grounds with fruit and shade trees; shrubs will be needed for decoration, and flower gardens will be in evidence.

In the meantime, schools, papers, and periodicals are cultivating a greater desire for beautiful homes and surroundings. Never before have lecturers, magazine articles and stories on this subject been so much in vogue. Improvement organizations; garden and flower clubs are rapidly increasing in number.

The American Association of Nurserymen, through the National Home Planting Bureau, has put over one of the most extensive campaigns of education, service, and advertising ever attempted by any organization. The trade slogan, "It is not a home until it is planted," and others of a similar type are now familiar to everyone. The benefits of this campaign are widespread and the harvest is being reaped by every one engaged in this line of activity. All of this speaks in clear terms of bright days for the nursery and landscape business.

Nursery salesmen to-day are making money, big money. They are selling plants. But bigger profits are yet to be made. They will be garnered by the man who sells plants and SERVICE. "He profits most who serves best," the motto of the Rotary Clubs, is not an ethereal affectation; it is good business and pays substantial dividends in increased sales, satisfied customers who come back season after season, and, best of all, it develops a good reputation and business standing.

The "grab-an-order-and-beat-it" salesman is not desired. You are handling the finest grade of material that can be grown. There is none superior and you may be proud of its quality. Your firm stands back of it and is anxious and ready to give service to you and to the purchaser. A reputation that has taken years to establish is not sold for the price of a few spirea bushes. If you believe in yourself, believe in your job, and are willing to put your best effort into the work you will succeed.

Sell yourself to the customer first of all He must have confidence in you and believe that you are endeavoring to place service above sales. Take a personal interest in him and his home grounds. Look the place over carefully; commend all his successful gardening efforts; criticise nothing unfavorably. Then, sound him out on his likes and hobbies. Let him do the talking as far as possible while you lead him on until you find him seeking constructive suggestions. If you are in a position to give these, the trick is turned, the battle won, and orders follow. What is more, he comes back to you the next season.

Service is rendered in many ways. It starts with a smile, a cheerful voice and personality, and the common courtesies, all of which cost nothing and help tremendously. This is followed by suggestions and ideas extending all the way from pruning a shrub or grape vine to grading the front lawn or laying out a perennial flower bed and establishing a play yard for the children.

How to render this service is told in the following pages.

YOUR PARTICULAR FIELD

HERE are a great many men engaged in various forms of landscape work. Each one has his special field. The largest and the best of these fields is yours. It includes the smaller home properties of the rank and file of our people; properties valued up to \$15,000. No one else is serving these people, for few, if any, can afford to employ a landscape architect since those who go to landscape architects who do nothing but draw landscape plans must pay anywhere from \$25 to \$500 for just the planting plans. Our organization, by combining this as a part of our regular business, can give this service free whenever the client purchases his nursery stock from us. Yet, all these people need and appreciate assistance and can have attractive and beautiful homes.

It is to this particular group that we wish to bring service. What sort of service? In the past we have tried to sell them an order. If they signed up for one lilac, one hydrangea, and three barberry bushes, we went away content. Enough of these small orders are good, and there are some folks that nothing would ever induce to purchase more than that amount, but in seven cases out of ten, the tactful salesman who has studied this booklet will sell the "Complete Home Landscaping" idea, pocket a larger commission, and insure for himself orders for the next several seasons.





THE COMPLETE HOME LANDSCAPING IDEA

THE complete home landscaping idea is founded on the thoughts that the home and its grounds must be lovable and livable; that the yard is a pleasure and recreation area for the entire family; that it is an out-door living room, both useful and beautiful.

To make it such there must be privacy, shade, garden nooks, lawn areas, and bloom from flower, shrub and vine.

Few people know the possibilities of their home yards and in most cases it will be up to you to show them what great possibilities there are in the development of their home grounds. The effective way to do this is to go over the ground yourself with your prospect.

Might we suggest this method?

1. Talk with the owners of the property, preferably with both husband and wife. First of all convince them of the value of landscape work. (See pages 11 to 15.) Point out a beautiful, attractive, well planted home. Tell them that with a plan to follow they can, if necessary, do part each year and in due time have it all complete. Then offer to make such a plan. (See page 50.) Make a list of all features (bird baths, garden seats, arbors, etc.), gardens, and special plants that they would like to have.
2. As soon as possible after the first call draw up the sketch plan. (See pages 45 to 59.) This plan can often be made on the property and the order closed on the spot.
3. If a later interview is necessary present the plan and talk it over with the people on the grounds. Point out all its features and again show them how it is a goal to work toward. Pick out some of the most needed and desirable items and plantings and sell them on these by showing their value and small cost. Start with a little more than you think they will buy. Do not under-rate your client. It is easier to come down a little than to go up. Use pictures of the plants you suggest. Here is where they will be of greatest help.
4. This part is easy. Sign him up. Then leave with him the sketch and planting directions.

5. But you are not through. The next season go back, taking with you your duplicate copy of his plan and sign him up again.

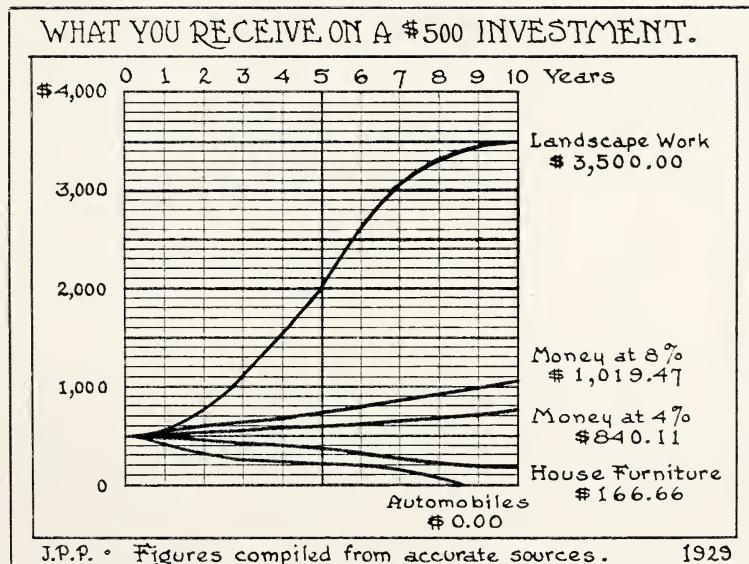
Important note: Whenever possible check up to see that plants are correctly planted and pruned. (See pages 61 to 65.) This may take only a few moments of your time and builds confidence and good will. It helps sell the second order as well as other orders to the neighbors whom he will tell about your courtesy and interest.

Let us next take up the arguments that you may use as sales talk to assist you in selling the plan and the stock.

WHAT LANDSCAPING DOES FOR THE HOME

Sales Talk MANKIND is concerned with two great problems: How shall we increase our incomes and how shall we live better. We earn in order that we may spend. The average man desires greater financial power so that he may purchase therewith increased comforts, additional luxuries and those things that produce a deeper sense of contentment and that give a fuller measure of satisfaction.

What is the purpose of the home? Is it but a place in which to eat and to sleep? We know otherwise! Mansion or cottage; either may or may not be a home. The desirable home will be interesting, attractive, livable and lovable. It requires suitable planting and landscaping to produce such a result.



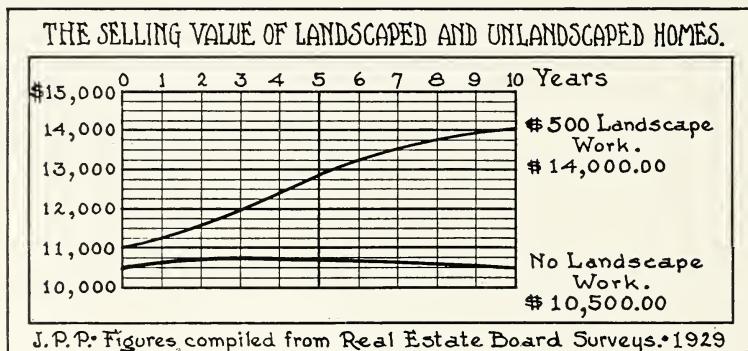
The Material Value of Landscaping

Landscape improvement work is a sound financial investment. A little labor and money spent in properly arranging and planting the home will, in a few years, increase the financial value of the property more than a similar amount spent in any other way. Properly landscaped homes sell at an advance of from twenty to thirty per cent over unplanted homes.

The table shown below indicates graphically the remarkable difference in the selling value of landscaped and unlandscaped homes. The figures from which this graph was made were not compiled by nurserymen or landscape architects but by a great real estate organization which was studying the reasons why certain properties sold more readily than others. The average amount spent for complete landscaping was found to be \$500.

Not only did they discover that such well landscaped homes sold more readily and at a higher figure but also that they rented more easily and at an advance over the undeveloped properties.

Let us compare the value of landscape work with several other forms of investment.



Planting and landscaping is often considered a luxury. It is not. The proof appears when we examine the table shown above, and on page 11, and remember that these are cold figures and facts. Our conclusion must be that nothing else pays such dividends. Whether we sell or rent, whether we desire summer boarders or overnight tourists, or whether the house is for strictly private use, it pays in dollars and cents to landscape and plant the grounds.

The money value of fruit trees, grape arbors, and berry bushes should be considered. Frequently an apple tree or walnut may provide shade upon the terrace or lawn and at the same time afford a money crop. The ugly back fence or the cozy little summer house may be clothed with a grape vine that provides both fruit and beauty. Many fruits may be trained upon walls and fences, or upon narrow arbors. No property is too small to have its quota of money saving, fruit providing plants.

But the material value of landscape planting amounts to nothing compared to the spiritual and aesthetic values.

The Aesthetic Value of Landscaping The function of the residence and its yard is to provide a satisfactory environment for the family life. To fulfill this purpose it must be both livable and lovable. To be lovable, it must be neatly kept and beautiful. Beauty is one of the fundamental attributes of Creation. Beautiful things inspire and uplift us; they are restful and delightful to look upon. Beauty is refreshing when we are tired. It cheers and encourages us when we are ill or discouraged. It induces noble ideals and determination to achieve the highest goal. It is, therefore, of paramount spiritual value. On the other hand, ugly surroundings depress and defeat us. These facts are particularly true in their effect upon children.

The Civic Value of Landscaping Beautiful residences affect not only our immediate feelings and dispositions, but also our home and civic pride. Higher ideals of citizenship are found in sections where thought and money have been invested in landscape improvement work.

Jones walks up the street to his place of abode. It is barren, devoid of color, ugly, untidy, and uninviting. It means nothing to him; he doesn't care. Possibly he does not realize that he is flaunting before the eyes of the world the true quality of his own soul and the standards of his citizenship.

A little distance up the street lives Smith. He has brought a friend home to dinner with him. In front of his little place they stand and, as we watch, we see Smith, shoulders back, a twinkle in his eye, and a smile upon his face, sweep his hand to include the extent of his possessions. There is the little house, neatly kept and painted. A friendly tree shades the porch, groups of shrubs fragrant and colorful with bloom soften the harsh architectural lines of the buildings and cover the otherwise ugly foundation walls, blending them gently with the plot of greensward that constitutes the front and side lawns. Over the door a lacy wisteria vine droops its lavender flower clusters in cheerful welcome to the visitor. In the back yard no ugliness or rubbish is evident. It has been transformed into an out-door living room, a play yard for the children, a source of happiness and contentment for the entire family. Shrubs and vines hide and cover the fences and in giving full privacy to the area, at the same time hide from view the garage of a neighbor and afford an ideal background for a luxurious mass of flowering plants. Under a pink canopy of apple blossoms a child swings and sings. A pair of bluebirds stop to sport at the bird bath, aptly reflecting the cheer and beauty of the whole place.

No wonder Smith is a smiling man! He may justly be proud of his property. Can you hear him say, "Yes, sir; it is all mine." The joy of possessing

something truly good and beautiful is one of the keenest pleasures that we may experience. That joy is his. Smith's sense of home and civic pride is well developed. He and his place are both assets to the community and to the nation.

But the effect of Smith's work does not stop with the boundaries of his property. Neighbors have been watching and, here and there along the block, ugly spots are being cleaned up, trees and shrubs are being planted and flowers are smiling where dirt and weeds existed before.

The Recreational Value of Landscaping Recreation comes to us through the pleasurable exercise of our bodies, faculties, and senses. In all three of these respects it is possible to find joy and satisfaction in gardening and developing a home landscape. For our recreation and our pleasure we have developed a multitude of hobbies. But of them all, there is none so gratifying, none so uplifting and inspiring, none so educational and broadening, none so restful and refreshing as that of assisting and guiding Nature in her development of beautiful things and situations. The cares of the office, the toil of the day, the worries and strain of life are forgotten when one enters his garden to work and rest. To own and maintain a satisfying home yard requires little time or labor, and what a dividend the investment yields!

The Social Value of Landscaping Along with the recreational, there is a definite social value which is extensive in its effects. Gardening breeds neighborliness; ideas and plants are exchanged and those interested soon find themselves members in good standing with the great fraternity of Nature lovers. It affords topics of conversation that interest everybody.

The greatest value, socially, is to the family itself. The well landscaped property becomes a series of out-door living rooms to which many of the pleasures and some of the work normally done within doors may be taken during pleasant weather. In the afternoon, mother moves to the shade and seclusion of the rose arbor to do her darning and mending. Just beyond, the children play with their sand box, slide, and swing. After a little while a neighbor and her small daughter join the happy group and the two mothers chat and sew while the little folk sport in the sunshine. Occasionally, card parties are held in the garden and tea is served in the summer house. At other times "bacon bats" and "steak roasts" are the order of entertainment for the joyful guests, for just beyond the lilac bush and back of the summer house a stone fireplace makes possible these festivities. Here is home life at its height and best. What happy memories and recollections will go through life with this family! It will be a real benediction to look back to that environment of beauty, the cordial associations of family and friends, and the happy days.

The list of benefits derived from properly landscaping the home grounds as outlined here is far from complete, but at least their extent and value have been indicated.

WHAT YOU SHOULD KNOW ABOUT LANDSCAPE WORK

IT is quite impossible to teach you to become true landscape architects by means of this little booklet but *it is possible* to tell you enough about certain phases of the subject so that you can do both interesting and good work with these smaller homes. You will have to read these pages thoroughly and follow directions carefully. Then your value and services will be such that you will need to worry little about the securing of orders.

LANDSCAPE PROPERTIES

THE typical home grounds is divided for consideration in landscaping, into three major parts or areas. These are shown on page 51, Figure 7, Sketch 2. Of course, not every place will contain all three nor will the three always be distinct and separate in all cases. Nevertheless, it is very necessary, if we are to understand how to nicely plan and plant a property, to divide it into these areas and to consider them separately when studying the design and plants to be used in landscaping them. When you solve a problem, work out each area by itself as we shall do here.

1. THE HOME PICTURE

The first guides that we may follow that will aid us in producing a good home picture and proper plantings are the fundamental principles of art. Contrary to what you might expect, these are very simple principles and rules and when once brought to your notice, they become a part of your nature and thinking. Yet, simple as they are, violation of them means poor results.

In any good picture, whether it be a painting, a photograph, or a landscape picture in actual living materials, we have four main parts.

- A. The Center of Interest
- B. Foreground
- C. Background
- D. Framework

A. The Center of Interest

The center of interest as far as the public area is concerned is the house itself. We must consider the aspect of the house as it is seen as one travels up the street and passes the building. When solving the problems of planting the public area, walk up and down the street and study carefully the appearance of the place, remembering the effects we wish to produce with our plantings.



Illustration No. 3
THE HOUSE IS THE CENTER OF INTEREST

No merchant sets up a fine display of goods in his show window and then plasters the glass in front with gaudy pictures or notices, for he knows well that such would detract tremendously from the interest of observers in his salable goods. So, also, the extremely showy plants should never be used in planting the public area. Such plants attract too much attention to themselves and therefore divert attention away from the house picture. Likewise, statuary, urns, white-washed stones, hot water boilers with a side cut out, flower beds set inside old automobile tires or placed in the center of the lawn are in bad taste. Every item of planting and decoration that is added to the front of the place must contribute its beauty to the effect of the house.

B. Foreground

Front lawn areas should be as large and complete as possible as this gives a feeling of extent and size. Use nothing that will interrupt or block the view of the house as seen from the street or sidewalk.

C. Background

This is not always easy to obtain when landscaping homes in the villages and cities. Every building appears better when provided with a suitable background of trees. Such trees seem to shelter and protect and thereby give it that cozy appearance so desirable. This is secured by the use of one or several, tall trees, set to the rear of the house so that they show



Illustration No. 4

SHOWY PLANTS SHOULD NOT BE USED ON THE FRONT LAWN

above the roof lines. See Illustration 6, page 18. Trees used for background and accordingly set in the rear or private area will influence all other developments planned for the rear yard. This may limit our opportunity for background development and is one of the cases where it is necessary



Illustration No. 5

EVERYTHING EXCEPT A GOOD BACKGROUND

to plan for both the front and the rear development at the same time. In cases where buildings are set so as to touch each other with their sides or at distances between them of less than twenty-five feet it is best to eliminate all thought of background trees.

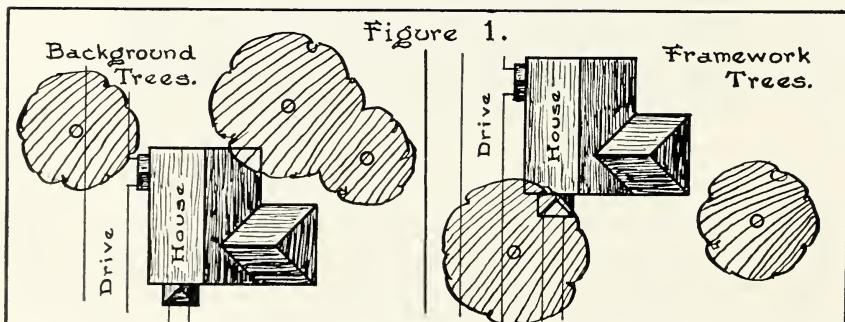


Illustration No. 6

BACKGROUND TREES MAKE THE HOME APPEAR COZY

D. Framework

Just as a picture hanging upon the wall looks better when it is enclosed in a suitable and appropriate frame so, also, the home looks best when masses of tree branches and groups of shrubs are placed at its sides. Framing the home picture in this manner adds greatly to its effectiveness and interest. The purpose of this planting is similar to that of the picture frame; it separates the one home from the neighbors', giving it the appearance of a single unit picture and permitting our interest to concentrate upon it alone.



Framework is secured by the use of one or two trees, either of large or small size, placed slightly in front of and to either side of the house. See Figure 1, page 18. It is also developed by the proper use of side border plantings of shrubbery and by groups of shrubs placed at the front corners of the building, but these treatments will be discussed at length under the subject of *Shrub Planting*. Tree framework is not effective on properties where the house stands closer to the street than twenty feet. Where this situation exists some framework can be secured by placing the street trees to either side of the house.



Illustration No. 7

A FRAMING OF TREE FOLIAGE ADDS TO THE INTEREST

2. THE PUBLIC AREA

This is the portion of the property commonly called the front yard. See sections marked "A", Figure 7, page 51.

A. General Discussion

There are definite ideals and objectives kept in mind when this area is planned and planted. Our main objective is to make the place look like home. Therefore, in every detail of our work we try to give it an atmosphere of hominess, hospitality, and beauty. It demonstrates the degree of home and civic pride of the owner. It portrays his taste and individuality. Moreover, it should give a feeling of prosperity. All this is accomplished by proper plantings. Since most of our properties are small, the front yard should be so arranged that the grounds give the feeling of increased size.

In addition to what has already been said, a word or two more is necessary relative to the purpose of planting the public area. Plants do more than anything else to convert an ugly house into a cozy home. But to do this and produce the best effect in the most economical way we must recognize these two guiding principles:

First, we are not just selling or setting out plants, but we are attempting to create a true picture of "home."

Second, we are dealing with a piece of artificial material in the building, a formal mass that does not harmonize with nature, and our planting is used primarily to blend the house with the lesser formality of the grounds. In this sense we shall frequently speak of plant materials, both trees, shrubs, and vines, as "structural material," for they are used to build the picture and to blend and soften the architectural lines of the dwelling.

B. Plantings in Detail for the Public Area

(a) TREES

1. Shade trees if shade is needed for the front or side porch.
2. Street trees if these are required.
3. Trees for framework, etc.

(b) SHRUBS

The main purpose of shrub plantings in this area is that of structural material. In this respect they act as a blending element, harmonizing the harsh, formal lines of the architecture and the soft, informal lines of the grass and grounds.

The tendency, to-day, is to way over plant the house. This practice has reacted against certain plantsmen and gardeners for the results are not satisfying to the home owner.

One of our best selling points is to show the owner how to secure the best effect with the least outlay of money. If he has more money to spend, he will spend it elsewhere on the property and probably spend more than he thought he would if we have convinced him as to our honesty in attempting to save him expense on the work we do. Therefore, in practice let us keep this in mind and give the most to our client that his money will secure. This principle should hold true throughout all our work. Get the desired results with the fewest possible number of plants, yet without permitting the groups to look skimpy. Uncrowded plants grow more vigorously and develop superior form while the simpler arrangement is more pleasing to the eye. Where plants are crowded together, even when many distinct varieties are used, they tend to lose their individual character and merge into a meaningless bank of foliage. This result is never effective except when used as border planting or to screen some objectionable object.

Another serious error that is being made frequently is the overdoing of evergreen plants as materials for planting close against the house. The evergreens are a most desirable group of plants but there are many of them that are totally unfitted for use as foundation plants for the home. Never use any of the spruce, fir, or pine family for this purpose. The only exception to this would be the true Mugho pine which is relatively dwarf and compact. Hemlock and arborvitae lend themselves to clipping and can be easily restrained. Other evergreens particularly suitable for planting on either side of entrance doorways or at house corners follow: Irish juniper, Pyramidal or American arborvitae, Siberian arborvitae, Golden arborvitae, and Retinospora. In good soils and favorable situations they will prove satisfactory. Evergreens of shrub form such as the Pfitzeriana juniper, Prostrate juniper, Mugho pine, Tom Thumb arborvitae, and Globe arborvitae can be used to good advantage.

Evergreens look best when used against buildings of stone, brick or stucco. In moderation, and combined with the deciduous shrubs (those that drop their leaves in winter), they may be used attractively against wooden houses. Solid masses of evergreens rarely look best against white clapboard houses. These statements cannot be considered as definite laws but they are relatively true and should be remembered.

Some people have the idea that plantings set close to a building cause injury to the structure and are undesirable because of the difficulty encountered when re-painting. This is a fallacy for they do not damage and can easily be tied up with cord and even covered with old canvas when painting is being done.

To give satisfaction, all plantings set close to the house must grow vigorously and retain their health. Invariably the soil in this situation is very poor being a mixture of sub-soil and debris left from the building construction. This is not only infertile but is apt to dry out too much and this danger is increased by the frequent problem of overhanging eaves. If good results are desired this poor soil must be removed and good soil substituted or else large quantities of well-rotted manure must be spaded deep into the ground. Be sure to call this fact to the attention of every client if you wish to avoid blame for poor results.

Most text books treat all plantings used about the house under the heading "foundation plantings." This is too comprehensive and in our book we have separated the various parts of the house planting into definite sections for each is a special problem in itself and should be solved separately. This also permits you to plan a single section for a client and to sell him one complete part if he cannot afford to do all at one time. In the following paragraphs they are discussed under their various headings, arranged in sequence of their relative importance.

C. Entrance Plantings

(At front door) (See groups 3 and 4, Figure 10, Sketch 5, page 55.)

When planning the front yard plantings it is well to begin with the doorway as this is the focal point of our attention and the main center of interest in the entire picture. It is for this reason that the architect, when he designs any home, places at the entrance doorway some extra architectural decoration. While this usually produces sufficient accent at this point, it is nearly always desirable to place plantings on either side of the entrance door to increase this accent. A simple treatment is invariably to be preferred and frequently one or two plants set to either side with a vine to climb up and over the door gives the best effect.



Illustration No. 8

AN ENTRANCE DOORWAY PLANTING MAY BE QUITE SIMPLE

Here we may use contrasting materials or plants that have some special shape or form. A splendid combination might consist of American arborvitae with 2 or 3 plants of Japanese barberry at its base. For places where there is but a single step up to the door, or at most two steps, one plant of barberry, Regel's privet, spirea Anthony Waterer, deutzia gracilis, or some other small sized plant would be enough.

Vines are particularly charming when used over the entrance door or upon the porch to hang over the steps. Any good vine will do, the selection being a matter of personal preference and taste. Wisteria, clematis, honeysuckle, climbing roses, bittersweet, all can be used. See vine table on page 73.

D. Corner Plantings

(At corners and angles of house) (See groups 2, 5, 7, 8, 9, 10, 11, 12, Figure 10, Sketch 5, page 55.)

Here is our first *real* opportunity to blend the house with the grounds. Plants may be massed as a group at all important corners and in the angles between wings of the building. These masses should be substantial enough in size to cover the corners and soften the vertical lines of the house. It is difficult to set down any rule for the size, both as to height and width, of these groups but where space permits, the best effects are obtained when the ultimate height of the tallest plant set close against



Illustration No. 9

A CORNER PLANTING THAT BLENDS THE HOUSE WITH THE GROUNDS AND SCREENS THE KITCHEN PORCH

the corner is from one-half to three-fifths the height of the corner to the eaves. The width of the group is best when it extends outward from the structure a distance equal to the ultimate height of the tallest plant used.

Corner plantings are usually made up of several plants of various sizes, although in some cases a single plant such as a good bushy lilac might suffice. A very common and good arrangement is to place a single plant of tall size (lilac, bush honeysuckle, mock orange or snowball) close to the corner with three or four plants of smaller size (bush cornus, white kerria, regel's privet, rugosa roses, Van Houtte spirea) arranged around in front of the taller one. Be sure to place the lower growing kinds in the front line of the clump.

E. Foundation Plantings

Base plantings or foundation plantings are the shrubs set close to the house and extending between the clumps at the entrance door and those

placed at the corners and angles. No planting work is more apt to be overdone than this.

Houses that are set close to the ground and especially where the wall material of the house continues to the ground, look best when the foundation planting is not continuous. In such situations the corner and entrance plantings should be made heavier. An occasional shrub, evergreen or even a small group of low growing plant materials may be used between accent points to break the monotony of the walls.

If there are conductor pipes extending to the ground, chimney corners or any such projections, it is well to soften these by use of plantings as above mentioned.



Illustration No. 10
HIDE THE UGLY FOUNDATION WALL

Only when we find cases where the foundation walls are ugly and high do we need to dress them with a complete and solid border of shrubs. Our plantings are, *then*, placed to improve upon the architectural design. This condition occurs so frequently that we are apt to feel that base plantings are necessary for *all* homes.

Where the ugly, high walls exist, they need covering. There are a number of ways to do this and your selection of method will depend upon the particular situation. In extreme cases a triple row of shrubs may be used but this will vary down to a few scattered plants or even to a covering for the walls composed of just vines such as *Ampelopsis Engelmanni*, Boston Ivy, or Wintercreeper (*Euonymus*). Vines are particularly desirable on foundation walls where there is little room or insufficient space for shrub plantings.

Straight lines of shrubs, either wide or narrow, do not look well. There must be some variation of height and width to the mass. This means that more than one height of plant must be selected and that the plants must not be set in regular rows.

Flowers may be introduced into foundation plantings but they should be selected with care and used sparingly. They do give a happy note of color but are apt to have too much color and attract all attention to themselves rather than permitting it to focus on the house as a whole. Good hardy perennials are much better for this purpose and preferably those that have good foliage as well as flower. Suggestions might include: iris, phlox, plantain lilies, chrysanthemums, Japanese anemone, day lilies and garden pinks. When using flowers keep the colors soft. Displays of gaudy geraniums, cannas, and scarlet salvia are not in good taste.

F. Border Plantings

It is necessary to mention border plantings at this time and in connection with the public area for frequently they will continue along the side property lines into the front yard and even to the very sidewalk line. This condition will occur most usually upon the wider lots, properties in excess of sixty feet in width. For a full discussion of this subject see *Border Planting* as it is treated under the Private Area on page 30.

In the public area we find that the use of border plantings gives to the home some effect of privacy, a completion of the framework, and that they add much beauty. Hence, they are desirable wherever they may be used. Instead of scattering individual shrubs all over the front lawn as has been the old custom we now gather them together at the sides as a border. From the artistic point of view this is a much better practice. Moreover the grouping of them thus reduces the amount of care that they require and materially simplifies the cutting of the lawn in addition to making it appear broader and deeper in extent.

Two things should receive our attention where a free, massed border extends through to the sidewalk. At a point opposite or slightly in front of the side corners of the house the shrubs in the border should be taller in height. If higher plants are used here they relate better to the house corner groups and increase the effect of framing and blending of the house. See groups 1, 6, 11, 16, Figure 10, Sketch 5, page 55. Next we must consider rather carefully the plants that we suggest for the ends of this border where it stops next the walk. At this point only the lower growing shrubs should be used if there might be the least danger produced to pedestrians because of the entrance of a driveway at this point as will frequently be the case. These low shrubs should extend far enough back to give a clear, unobstructed view of any drive. If no

drive is present the plants that are used at the ends may be a little taller, perhaps growing as tall as five feet, but rarely should they ever be higher than that limit.

In deciding the question as to whether these side borders should be placed on a property, consideration should be given to the places along the block that have already been properly planted. If, on the other neighboring properties, these borders have been carried forward their example should be followed. If, on the other hand, there are no front plantings of this nature anywhere else it is best to conform and omit them.

G. Entrance Walk, Driveway and Front Property Corner

Single plants or groups of low shrubs may be used on either side of the entrance walk and drive or at the front corners of the property if desired. Before deciding to plant these thought should be given to the fact that all of these groups or plants will cause a spotty and therefore undesirable effect unless they relate nicely to other masses of shrubs. Also, such plantings should conform to the precedent established on the neighbors' grounds. Use such groups with great care. They rarely add anything to the appearance of the place unless the property is eighty or more feet in width with the house set back from the sidewalk at least thirty feet. Properties of this size and larger will carry such groups very nicely.

H. Hedges

Caution should be exercised in the planting of hedge along the front line of small places, for a hedge is nothing more than a wall or fence of



Illustration No. 11

SPECIMENS THAT MAR THE ATTRACTIVE ENTRANCE

green and has a tendency to make the front yard look smaller. Its purpose is the same as a fence and they are sometimes placed in front of properties for this very reason. If adjoining places have hedges along their front property lines it is well to conform to give a harmonious effect.



Illustration No. 12

THE FRONT LAWN IS BETTER WITHOUT SPECIMEN PLANTS

Since hedges take up but little room they are frequently located along the sides of a small front yard or to screen from view rear or side entrances. On large places hedges along the front sidewalk are in order, and even these may be increased into regular front boundary plantings. On such places we really have no true public area and the entire property is treated as private ground. For the development of such borders see the directions as given under Private Area, Border Plantings, page 30.

I. Specimen Plants

It will be wise for you to refrain from the use of specimen or individual plants of striking habits of growth or color in the Public Area. An experienced landscape man will use them here occasionally with good results but it is difficult to place them well and in such a way that they fit into the planting scheme without attracting too much attention to themselves. Specimens should *never* be spotted in the center of the lawn and if your client insists upon having a specimen or two in the front of his place try to get them planted to the side of the lawn very near the boundary plantings. See, also, discussion under Private Areas, Outstanding Groups and Specimens, page 32.

J. A Few General Remarks

Just a word or two more should be included if you are to get the best results when landscaping and planting the Public Area. All of these



Illustration No. 13

SHRUBS THAT ARE DENSE AND BUSHY SHOULD BE SELECTED

planting groups that we have been considering must tie together and be related in order that there shall be real harmony throughout the entire scheme. This is done by using certain plants in greater quantity, permitting one variety to predominate. It is also effected by repeating in adjoining separate groups some of the same plants. (See planting plan, page 58.)

Shrubs that are dense and bushy in habit, with high quality foliage, should be selected for planting in the Public Area. This is far more important than the blooms that they may bear. Flowers upon them are fleeting and temporary at most while we desire these plants to afford a perfect home setting throughout the entire year. In selecting shrubs try to secure some bloom from them over the entire season but, above all else, use plants that will look well and give a real effect as structural material. The plants listed in the planting table are a selected list and those best suited for the Public Area are marked for your information. With these you cannot go wrong and may feel confident that your work will give genuine satisfaction.

3. THE SERVICE AREA

See sections marked C₁ and C₂, Figure 7, Sketch 2, page 51.

This section of the property is frequently divided into two sub-areas called (C₁) Public Service and (C₂) Private Service. The reason for this division is evident for the landscape treatment of the two parts must vary considerably.

A. Public Service

This area consists of all service that extends into or through the Public



Illustration No. 14
SCREEN THE SERVICE AREA FROM VIEW

Area; such as the automobile entrance, walk to kitchen, and for delivery men, coal, ashes, etc.

B. Private Service

In this area are included such parts as the kitchen door, cellar entrance, storage place for garbage pails and ash cans, laundry yard, garage, barn, hen coops, dog runs, and vegetable and fruit gardens.

On very small properties it is quite impossible to separate all of these from the part of the Private Area that is used as an out-door playground by the family. The most objectionable parts may well be planted out and screened from the living part of the back yard. The vegetable and fruit gardens and the laundry yard lawn may be partly included in the private area since they can be made attractive by a little thought and attention. The flower gardens may be made to blend into the vegetable garden, and fruits both of bush and tree form provide a beautiful background. Never hesitate to suggest the use of a few fruit trees for the back yard.

We usually try to screen from view the private service. This is done with banks of shrubs, hedges, or latticework or fencing over which flowering vines or grapes are trained.

If this area is to be screened do not forget to leave a gateway between it and the private lawns and gardens. This gate may be made a real beauty spot by erecting a neat arbor and covering it with roses or vines.

4. THE PRIVATE AREA

See sections marked B1 and B2, Figure 7, Sketch 2, page 51.

The development of the private area depends upon three things; the size

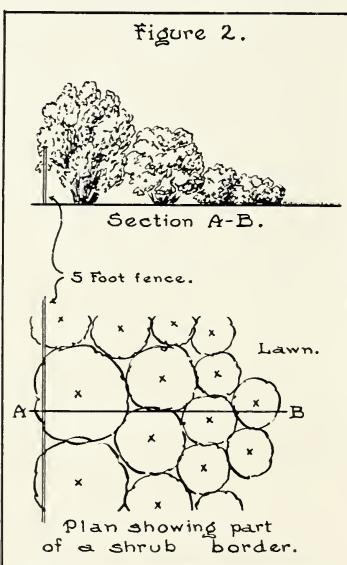
of the property, the desires and needs of the owner, and the amount of money that the owner will spend. This area is nothing more than a series of out-door living rooms. The various parts that may be included are all intimate areas for the pleasure and use of the family. We find included here: lawns, flower gardens, garden nooks, outlook points, summer houses, game courts, and many other features and interesting details. All of these are used by the family and their friends for recreation and pleasure.

For the vast majority of homes a very simple arrangement of the back yard will prove most satisfactory. One such typical arrangement is shown in Figure 13, page 56. Here we have an open central lawn surrounded by vine covered fences and shrub borders that provide a true setting for the yard and give privacy. Desirable shade is provided in each case. The flower gardens are crowded back as borders in front of the shrub plantings. Thus good green background is provided for the blooms, a most desirable effect to secure. One or two pieces of garden furnishings have been used to make the places more useful and to provide garden pictures. Such schemes as these are good. Moreover, simple plans such as these give complete satisfaction with the least expenditure of money, and this point is always to be considered. Probably no single item in the whole layout gives a better return than that part that gives the enclosure to the grounds. Contrary to what one might normally believe, the border plantings do not decrease the apparent size of the property but tend to increase the size and tremendously increase the interest within the grounds.

A. Boundary Plantings and Borders

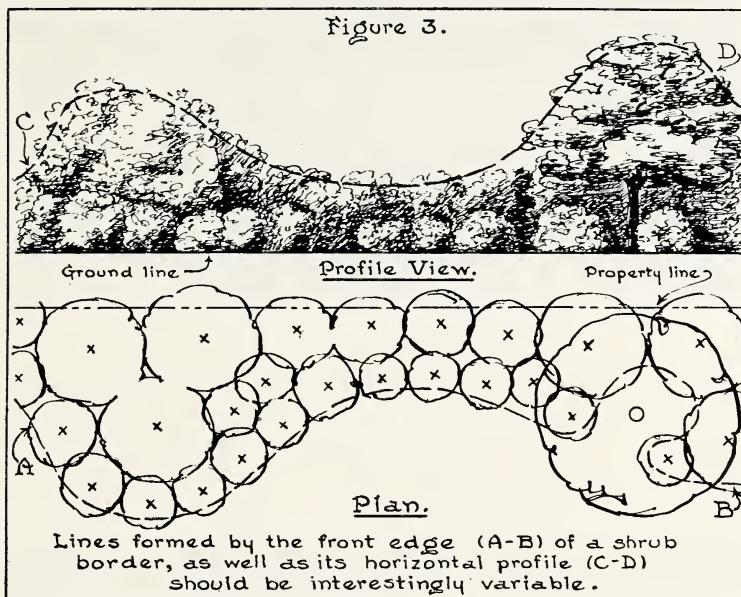
On the very small properties it is often best to use fences and to cover them with decorative or climbing roses. Such an arrangement may be very beautiful and is noteworthy because it is the best way to conserve land on these small properties where every foot of space is valuable. Hedges require a little more room than the vine covered fence. The hedge lacks the color of flower that the vines and roses will give. Nevertheless, the hedge is a most useful adjunct and quite indispensable to the landscape designer. The first cost is cheap and it is relatively easy to sell hedge materials. The "living fence" or hedge is, therefore, most desirable.

Figure 2.



Far better than either of the preceding is the free-growing shrub border. For this we must have more room, a good planting of this type requiring from seven to twelve feet in width and even wider on very large places.

Border plantings are more than hedges. In the first place they are composed of from two to four rows of shrubs with the low growing sorts on the side toward the lawn and building up in height to the property line.



This is illustrated in Figure 2, page 30. These rows are never composed of a single variety of plant throughout their entire length but are made up of groups set rather irregularly. There should be noticeable change in the height of the border at certain points in order to prevent the top line from appearing monotonous. Even small trees such as Flowering Dogwood, Judas Tree, Mountain Ash, Birch, Flowering Crab, Hawthorn, Flowering Plum, Purple Plum, or an occasional evergreen tree, may be used to break up the sky line and make it more picturesque and interesting. Reference at this time to Figure 3, above, will clarify this idea. Particularly at the corners of the property or where the border comes opposite the ends of the house the height should be lifted. Wherever greater height is required, greater depth should be allowed as the tall sorts demand more room. This tends to widen the border at certain points along its line and this is desirable.

A perfectly regular or straight border is not as pleasing as one that has some change to its front line. This effect is heightened intentionally by



Illustration No. 15

AN IRREGULAR BORDER OF SHRUBS SEPARATES THE YARDS

arranging the shrubs so as to form a series of small bays and projections. Care should be taken to make sure that the curves of the border developed by this treatment are smooth and graceful in order to give a more natural and artistic effect to the plantings.

There are few restrictions relative to the kinds of plants that may be used in such borders. Do not space single plants of one variety at regular intervals in the line but use a given variety in quantity at certain points and then introduce a scattered specimen of that type at a little distance farther along the line.

B. Groups and Specimens (See group number 18, Figure 10, Sketch No. 5, page 55)

Both outstanding groups of shrubs and individual specimen plants are frequently introduced on the larger places in conjunction with the shrub border. These are placed at the ends of projections or promontories of the border or else in the bays made by the curves of the planting. Nothing is easier to overdo than this type of planting. Use such effects only occasionally. When used in moderation they give a real note of charm. The only guide to this type of planting is Nature. Copy the way that you see plants scattered in the landscape along some attractive woodland edge. You will note how they are irregularly clumped in fives, threes, with here and there an outstanding single plant. The specimens may be different varieties but the groups should be composed of types used in the border at some nearby point. Make sure that the shrubs set along the outside

edges of such borders are smaller growing varieties that will arch their stems toward the ground and effectively hide the bare branches that are so often in evidence at the base of the taller growing kinds. This gives richness and finish to the mass.

Just as we might introduce flowers and bulbs with the border planting described on page 30, so we may intensify this treatment in the borders surrounding the private areas. Here, we need color and picture effects and we may mass in front of our shrubs any amount of bloom of any kind.

C. Screen Plantings

Screen plantings to hide objectionable views are nothing more than sections of border plantings in which the plants used for the main part are tall enough to hide the unsightly object. To hide an object satisfactorily it is not necessary to totally obscure it with foliage if the materials used contain interesting colors or forms. It is best to concentrate the interest at the base of such screen plantings by using there some of the most attractive of our flowering shrubs and by placing in front of them a bed of flowers or a garden seat, bird bath, or some other desirable feature. Trees used to hide the taller objects provide a good excuse for the use of a bench in the shade beneath them. Thus, we substitute for the ugly view a delightful garden picture.

D. Trees for the Private Area of the Small Yard

There is very little room for tree planting in the private area of the



Illustration No. 16

ONE GOOD TREE SHADES THE LAWN

average village or city lot. The common shade trees are so large that they dwarf the appearance of the property and cast so much shade that they ruin all chances for good shrub and flower plantings. Nevertheless, some shade must usually be provided and this is our problem. If possible, one good tree such as the Sugar Maple, Silver Maple, American Ash, American Elm, Oriental Plane, Fruit Tree, or the Linden should be used. One good tree will give plenty of shade and at the same time provide background for the home picture as described on page 15. This tree may be set close to the property line so that it functions for both the owner's land and that of his neighbor.

The smaller growing trees are best adapted to the small property not only because they are in better scale with the place but also because they do not require as much room for both spread of branches and spread of roots. The best trees to use are those of medium height and medium or light shade, and among the best are the Flowering Dogwood, Judas Tree, Weeping Birch, Mountain Ash, Flowering Crabs.



Illustration No. 17

FLOWERS IN FRONT OF THE SHRUBS AND BOUNDARY PLANTING

Fruit trees such as the Pear, Cherry, Plum, Peach and Apple are all good and will provide shade and beauty of flower as well as a valuable crop.

Reference to Figure 12, Sketch 7, page 56, and a study of the arrangement of the trees on the plan shown will be of help. Note that the large tree, No. 2, not only affords background for the residence but also contributes friendly shade for the house porch. Tree No. 3 is a specimen which overhangs the bird bath and assists in screening the neighbor's residence. Trees No. 4 and No. 5 are also specimens in quality and give height to the rear border planting, together with providing background and framework for the summer house.

Note that the three large trees and the three small trees are connected by dash lines. These lines show the balance or relationship. In planting trees within the private area avoid straight lines if possible.

E. Simple Flower Borders

The best way of all to use flowers (perennials and roses) is to mass them in borders placed in front of our shrub backgrounds formed by the property line border plantings. Such flower borders appear best when set in bays rather than the promontory parts of the shrub border. This treatment is shown on the plans in Figure 11, page 55, and Figure 13, page 56.

In constructing flower borders, use a substantial group of each variety and locate the individual plants as a group rather than in rows. Also, be sure to place the low growing kinds in front, the medium height plants in the center and the tall varieties at the back. Borders may vary considerably in depth but no mass is effective when less than two feet deep, and depths greater than seven or eight feet are bad because it becomes too difficult to cultivate and reach the plants at the rear.

For additional information concerning flowers and gardens refer to page 37, and to the flower table on pages 74 and 75.

F. Architectural Features

These are fully discussed under heading Garden Furnishings on page 43. Remember when developing the small place not to overdo the use of these items. One or two pieces are sufficient for the average place; more seem to clutter the yard and to take away some of the interest and attractiveness of the scheme.





PROBLEMS OF THE LARGER HOME GROUNDS

THE larger properties may be developed much according to the same method outlined for small properties and when so done will give very good results. On large places we may, however, introduce many developments that cannot be included in the little yard. Gardens on the small place are very limited both as to size and to type and we are forced to reduce them to borders and a few beds. Having more ground to work with, we may include specialized gardens such as rose, rock, water and formal gardens. The number, style and extent of these will be a matter to be settled by the client's resources.

But there are some problems that you should understand since they appear every once in a while in our field and since they make us better salesmen and designers for knowing something about them.

1. THE PROBLEM OF AXIS LINES

In landscape work an axis is an imaginary line around which the design is symmetrically arranged. We find in our houses that the architect has used lines along or about which he has developed his rooms and buildings. These are also axis lines and are of great importance to the landscape designer for they are frequently continued out into the property through a door or bay window and in their extension used as the main axis lines for the landscape scheme. Before reading further study Sketch No. 3 in Figure 8, page 53, and see where the axis lines occur and just how they are determined.

Attention must be given to the axis lines if a good plan is to be developed. They are really the backbone of the design and produce a quality of grandeur and symmetry that is completely lost in informal arrangements. Plans developed in this way hold our interest because effects are intensified and the scheme becomes more fascinating and picturesque.

Moreover, the axial development establishes and recognizes a definite relationship between the building with its various rooms and landscape with its lawns, plantings, gardens, and features. All the parts appear to tie together and relate one to the other in a logical sequence. Thus, a unity is established on the property so that when one makes a trip through the place, the entire organization, from the entrance walk through the front door, into

the living room out upon the terrace, down the step to the garden, and so on throughout the place, unfolds as does a good story in a book. All axis lines are straight and each one must have a satisfactory termination. This holds for each end. To illustrate, we might have a house door at one end and a garden bench at the other, or it might be a terrace step at one end and a gate with rose arbor above at the other.



Illustration No. 18

A FORMAL GARDEN VIEWED ALONG ITS AXIS LINE

Axis lines give us the clue to the plan of the place for we build our gardens, paths, and areas about them. They also indicate the best places for garden decorations for we will use our garden features to terminate them. This is discussed under the heading of Garden Furnishings on pages 43 and 44.

2. GARDENS

Thousands of books have been written about gardens and while each one has its place and value it is still up to some genius to produce a simple and concise work that will tell in a practical way the story of garden building. It is not possible in this short volume to give more than a brief outline and some of the fundamentals. Read all you can about this subject; study carefully every garden that you see and try to remember the things about each that give it its particular charm and beauty.

A bed of plants in the center of the lawn or a few struggling posies in a mutilated, old hot water boiler is not a flower garden. Such "improvements" are not decoration but rather desecration. What, then, is a flower garden?

Gardens are intimate areas; places set apart from the public eye, in which the owner and his friends find quiet recreation and enjoyment. They are in the nature of out-door living rooms where plant materials of all kinds, and

where any other items associated with out-of-door beauty, are arranged for the special pleasure of the owner.

(A) The Place of the Garden upon the Property

Gardens should be given special places upon the property. Since they are for the personal enjoyment of the owner they should always be included in the private area. This in no wise discriminates against the careful use of a few clumps of perennials or spring bulbs judiciously placed with the foundation plantings or among the front shrub groups to provide a splash of harmonious accent color.

The best place for a definitely designed garden is in such a position upon the ground that it terminates the view along an axis line extending from the house door or window or from the house terrace. In such a position they terminate the view and seem to invite our inspection.

Gardens may be placed, however, in any logical or natural place upon the land. But, without exception, they must be tied in and related to the other parts of the private area design. They must appear to belong where they are located. This tying in may be done by connecting paths, hedges, or arbors.

(B) Seclusion and Enclosure for the Garden

All gardens, except the perennial border described on page 35, should be given enclosure. Shrub masses, hedges, vine covered fences, or walls may be used to accomplish this result. The enclosed garden is far more interesting to those that are within and more alluring to those that see it from without. The enclosure permits us to concentrate our interests upon the garden materials. At the same time the walls or hedge of shrubs provide the background that always improves the effect of our flower pictures.

(C) The Story of the Garden—Its Motive

Gardens are usually developed about some distinct motive. This is the story or spirit of the garden. The word "motive" needs explanation. Let us illustrate. A rock outcrop on the property is an existing natural motive and suggests the development of a rock or wild garden at that place. Accordingly, we have existing motives, those that are found natural on the place; or we may develop or create the motive where none existed before.

(D) The Spirit of the Garden

The spirit of the garden together with its type and style are suggested by the existing or developed motives. It is also suggested or influenced by the type and style of the house architecture. There should be a distinct harmony between the house and its nearby gardens. Little can be said here about styles and types. These, after all, are of little importance on the smaller properties. For the most part the gardens that we shall undertake

will be rather simple affairs. That is as they should be on little properties. Keep them simple in design no matter what type you use. Class your gardens as either Formal or Informal.

(E) Formal Gardens

The formal garden is typified by perfect order and balance in its design. The effect in bold and striking variety is evident. Plants of formal or striking appearance predominate. Little or no "filler material" is used and sheared plants and hedges are often desired. Flowers are set in regularly shaped beds and large and bold color effects are desired. In a final analysis, the formal garden is nothing more than a geometrical composition softened by nature. Any geometrical design will do as the basis for a formal garden pattern. See Illustration No. 24, page 43.

The formal garden is a careful study of proportions. First the size of beds, their arrangement, their width, the width of paths and turf areas, and their shape should be studied. At all times avoid complicated and ridiculous shapes. Keep to simple designs and use very simple lines.

The shape and size of beds and paths in the formal garden are chiefly influenced by the size of the area to be converted into garden. Formal gardens require the greatest amount of attention and care if they are to be maintained properly. For this reason they are rather costly.

These gardens should be placed very close to the residence so that one may go directly from the house terrace or porch, or from the side door into them. Their very formality suggests this position. Always enclose this type of garden with a hedge, or a shrub border that may well be clipped formally on the side facing into the garden area.

Paths in the formal garden constitute a part of its plan of design as well as to make all of the beds and parts accessible. Their width depends in part upon the plant material that edges them. Most flowers are apt to lop over the path and reduce its practical width. Make paths plenty wide enough to allow comfortable walking. Widths from three to five feet are good for all secondary paths, but central paths, especially if of turf, should be wider, perhaps from six to even twelve feet, depending upon the size of the garden area. All paths may best be made of good grass, but gravel, and flag stone, or broken flags are better.

The size of beds will vary considerably. They should be large enough so that plants may be arranged in substantial masses. Here also the size of plants to be used will play a part in determining their size. Center beds and beds surrounded by paths may be worked from all sides and a width of from five to nine feet is satisfactory. Border beds that can be reached from only one side must be narrower unless room is left between plants to get into them for cultivating, weeding, and picking flowers. Such beds are from three to seven feet deep.

When selecting flowers it is always wise to draw a plan of each bed and to note on the plan the following points:

HEIGHT. Place tallest varieties in rear of side beds and center of beds that can be reached from both sides by paths. The flowers should then grade downward in height to the lowest forms as edging along the path line.

TIME OF BLOOM AND ITS DURATION. Do not have all the best flowers come at one season.

COLOR. Secure colors that go well together. Avoid the brightest and most glaring shades. The more delicate hues are rather more effective and pleasing.

QUANTITY. Use enough plants of a variety to produce a real color effect. Use from six to twenty-five plants of a variety in one place. Occasionally, single plants of another species are introduced among a large mass of one kind to give a note of contrast.

SHAPE OF FLOWER GROUPS. In the formal garden the individual clumps of plants may vary much in shape. Many times an entire bed is planted solid with one kind of plant after the Dutch method. Sometimes the plants of different heights are arranged in regular ribbon-like rows. Again we find them clumped in irregular masses after the Colonial style. All these effects are good and it is more a matter of personal preference than anything else that determines the arrangement of the flower varieties.

KINDS OF FLOWERS. All kinds of flowers find their way appropriately into the formal garden. We use for the most part the hardy standard varieties of perennials. A garden composed entirely of perennials is apt to show



Illustration No. 19

AN INFORMAL GARDEN FOR WATER AND ROCK PLANTS

many bare dirt spots and into these the annual seeds may be sown. The important thing is to fill the beds solid full of beauty and it makes little difference as to what provides the show or how it is obtained. Use as many perennials as possible.

(F) Informal Gardens

Informal gardens are situations where nature is copied, developed, or enhanced. They possess a subtle charm that the formal garden lacks.



Illustration No. 20
AN INFORMAL GARDEN

The size of such gardens will depend upon so many factors that nothing can be set down as a rule. Caution should only be given that they be made not too large.

The materials used in these gardens should be for the greater part plants that seem to be appropriate to the situation, considering location, purposes, space available, etc. Arrange them as nature might plant, and open informal paths for the sole purpose of making the various parts accessible. Turf, broken flag stones, or gravel are satisfactory material for these paths.

(G) Rose Gardens and Gardens for Specialized Flowers

Certain flowers, such as Roses, Gladiolus, Dahlias and the like, are best planted in separate gardens. This is done because these types of plants make the best show and produce the best bloom when grown by themselves.

The location or size of lawn or space usually determines the size of the Rose Garden. The Rose Garden may be laid out in a number of attractive designs such as square, rectangular, round or oval. It is wise in Rose



*Illustration No. 21
THE ROSE GARDEN*

Gardens to design the rose beds therein so they may be easily reached from all sides as this is a convenience in picking the gorgeous blooms.

Hybrid Tea, or the Everblooming varieties are best adapted for the Rose Garden. However, where the climate is so severe as to prohibit the planting of these varieties, the hardy perpetual or June Roses may be used.

Everyone loves the Rose. It is conceded to be the queen of all Garden Flowers. More songs and poems have been written about the Rose than any other flower. The Rose is unequaled as a cut flower. Blooms may be cut and enjoyed in the home all through the summer. The delicate fragrance and beauty add a note of charm and coziness whether the Roses may be in-doors or in the garden.

The dwarf or Baby Rambler type Roses may be used for lining paths in certain cases or in other situations where a low hedge is desired. Arches, arbors, pergolas, covered with Climbing Roses are desirable accompaniments in the Specialized Garden.



*Illustration No. 22A
SOME GARDEN FURNISHINGS ARE REALLY RIDICULOUS*



Illustration No. 23
FEATURES WRONGLY PLACED

3. GARDEN FURNISHINGS

Garden accessories and furnishings, such as bird baths, seats, pergolas, etc., have a very special place in the garden design and in giving atmosphere, usefulness, and beauty to a property.

These furnishings are used at points of accent. The most important of these accent points is at the terminals of our axis lines and here we have the best place of all for the location of some especially nice bit of garden ornamentation. Any feature may be used as the central point of interest in a garden design with the garden developed about it. It may, likewise, be used



Illustration No. 24
TOO LIBERAL A USE OF ARCHITECTURAL FEATURES

at the end of a garden with the garden beds extending away from it, in which position it terminates the view down the garden. Such places as the entrances of gardens, the ends of balustrades, the ramps of steps, all these suggest the placement of a bit of architectural adornment.

But nothing on the entire property is more apt to be used poorly than these garden details. There are several most important points to be considered if they are to appear in good taste and add to the looks of the property.

(A) Give all garden features a satisfactory location so that they seem to belong where they are placed.

(B) Provide each feature, as far as possible, with adequate background and framework. Remember that they are the main centers of interest and afford the minor garden pictures.

(C) See that all features used are simple and neat in their design. Moreover, they should be of material that is substantial and lasting, of permanent construction. Not only should they be permanent, but it is equally important that they should look permanent. Thin, flimsy wood is bad. Heavier timber looks far better. Unfortunately, most of the ready-made garden furniture is of such thin material that it is neither lasting nor attractive.



Illustration No. 25

GOOD PLACEMENT AND SATISFACTORY BACKGROUND



DRAWING LANDSCAPE PLANS AND MAKING RAPID SKETCH SURVEYS

IT IS always desirable to have a landscape plan made for every home grounds. Such a plan facilitates tremendously the opportunity for studying the arrangement and design of the property. It provides a permanent record of the ideas conceived by the designer and is a means of indicating these ideas to others. Where only a small amount of money can be spent each year over a period of time, the plan acts as a goal and guides the owner relative to what should be done each successive season. Thus, to the salesman the plan becomes an asset for few people will be satisfied until they have completed the planting and work proposed and this means a series of orders extending over a period of years.

The record contained upon the plan is a means of expression, a language in itself. This plan language must be learned by the landscape man and salesman much as we learned to make our A, B, C's. But the plan language is most simple and is relatively easy to remember because each item to be indicated, such as a shrub, a tree, or a path, is represented by the simplest figure that looks like the object it is to represent. These forms, or landscape letters, are so designed that upon a plan they give the same visual aspect of importance or character as the actual elements they represent will give upon the property.

The plan language is made up of two main parts: the first, composed of lines of various weight or width; the second, composed of variously shaped figures, each of which represents some special feature or item.

The width or intensity of lines used in plan drawing should be as follows:

1. *Buildings.* Use heavy ruled lines to indicate buildings.
2. *Architectural Elements.* (Walls, steps, bird baths, pools, etc.)
Use ruled lines slightly less heavy than for buildings.
3. *Drives and Walks.* When straight use ruled lines.
When curved use free hand lines slightly less heavy than for architectural elements.

Figure 4.
Graphic Representation of Landscape Features.

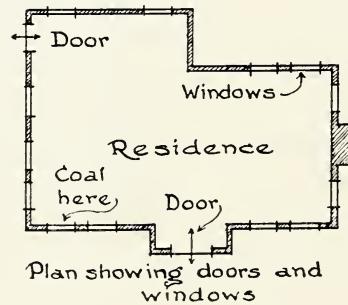
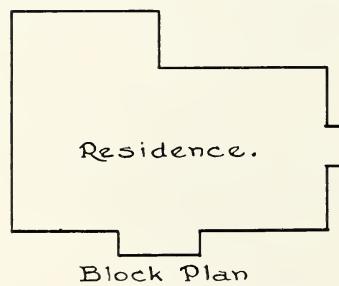
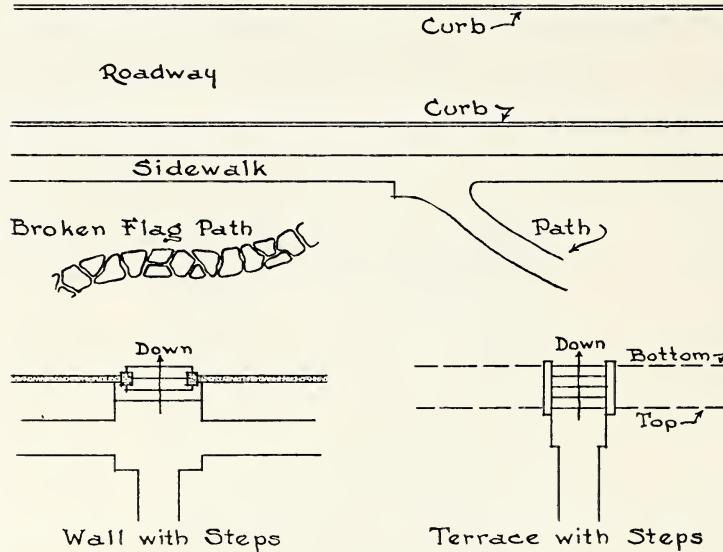
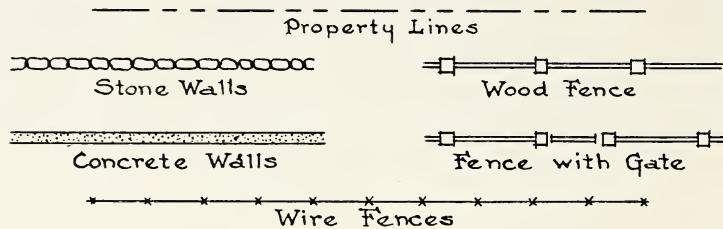
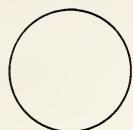


Figure 5.
Graphic Representation of Landscape Features.



A Circle



Free Hand



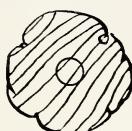
First Trial



The Tree



Methods of representing trees.



An Evergreen Tree



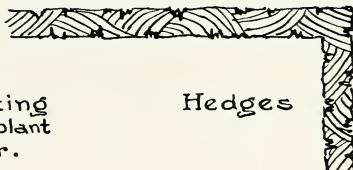
Shrub Groups.



Evergreen Shrubs.



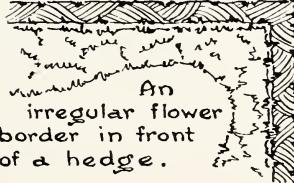
In a planting plan each kind of plant must be given a number.



Hedges

An irregular flower border in front of a hedge.

Flower Borders



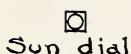
An irregular flower border in front of a hedge.



Seat



Seat with back



Sun dial



Bird bath

4. *Property Lines.* Use ruled lines composed of a long dash and one or two short dashes or dots.

5. *Axis or View Lines.* Use very light ruled lines.

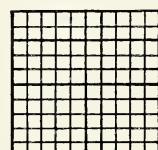
These lines together with the various other symbols of the plan are further explained and clarified by a study of figures 4, 5, 8, pages 46, 47 and 53. If proficiency and speed are to be developed by the designer, these lines and symbols should be drawn constantly for practice. One need not be an artist as far as drawing is concerned in order to make acceptable landscape plans. Any one may readily learn to make these figures just as any one may learn to write the alphabet. In practice copy the forms shown in figures 8 and 9 until you are familiar with them and can draw them easily from memory. Having learned our plan alphabet, we are now ready to take up the making of the sketch survey.

Sketch Surveying A correctly proportioned or measured record of existing conditions upon any piece of property is necessary before a useful landscape or planting plan can be prepared. In most cases these surveys need not be absolutely accurate and we find that sketch or paced surveys will give us satisfactory results. Such surveys can be made by any one.

For these surveys a unit of measure must be used. This can be the usual foot rule (a six foot folding rule and a 100 foot cloth tape are advisable), or it may be made by stepping off the distance on the ground. This latter method, when practiced a little, is sufficiently accurate for all practical purposes and is more rapid. We call this method "pace surveying." For this method no rule or measuring tape is necessary although it is always a good plan to carry one with which to check distances or measurements that we feel should be accurate. If a paced survey is to be of value the length of the step used must be known. This is determined easily by measuring accurately a distance of 100 feet upon level land. Walk this distance, using normal length stride. Cover the 100 foot course in both directions several times counting accurately the number of steps required to give you your average stride.

In preparing your landscape sketch, which you will need in developing the planting plan for your client, we are assuming that you have sketch sheets which are ruled in small squares representing ten squares to the inch, each full inch representing ten feet, each one of the smaller squares representing one foot. Thus:

In preparing your plan you must bear in mind the importance of having house, garage, walks, drives, etc., indicated in their correct locations; also indicate on the sketch any trees or other objects which must be taken into consideration.



SAMPLE OF SKETCH SHEET OR GRAPH PAPER

We are assuming that you have tape line which you will use in taking your measurements; if not, you can pace the distance. If this is done be sure that you know just what the length of your pace is. Then you can use the pace method although the tape line measurement is more accurate and more satisfactory.

The first thing to do, of course, is to get the boundary lines of the lot set down upon your sketch sheet. If the lot is an average sized one, say 50 feet wide and 100 feet deep, mark off on your landscape sketch sheet, along the narrow end, five of the one inch squares or 50 of the smaller squares. This would represent one end of your boundary line, or 50 feet. Then you count back ten large squares or 100 of the small squares lengthwise of the sketch which gives you the side line of your property. Then complete the other two sides of the property. Then mark your directions, indicating North, South, East and West. If the house faces the East, then on the front property line mark "East," on the rear property line mark "West," etc. This is important as you need this information in preparing the sketch a little later.

The next step is to place the house and other buildings correctly upon the sketch blank and to do this you measure the distance to the main part of the house from the inside line of the sidewalk. (Be sure not to include the porch in this first measurement.) Assuming the front of the house sets back 20 feet, you count back two of the large squares from the sidewalk line or 20 of the small squares, representing 20 feet to that corner of the house which is at your right as you face it. Then designate that point upon your sketch. Then turn right and measure from that point to the property line. We will assume it is 10 feet from the property line. By measuring 10 feet from that line you would know just where the corner of that house is and it is correctly placed upon your plan. Then if the house is 27 feet wide you draw a line from this point (the corner of the house) across 27 of the small squares representing 27 feet. This gives you the frontage of the house. Then if the house is 32 feet deep you count back 32 small squares, drawing your line accordingly. Draw the line representing the rear of the house the same way and then by connecting your two lines on the north side you have the location of the house correctly placed.

In the same manner locate all projections such as porches, bay windows, etc. In locating these be sure to use the same scale, viz.: one small square to a foot. *Be sure to locate these accurately.* The next point is to locate the position of the doors and windows on the ground floor of the building. This is done by drawing two lines across the foundation line of the house to represent windows, marking them "W," and similar lines to represent doors, marking them "D." Also indicate the window in the cellar which is used for coal, marking that "Coal Window." Then show the steps and the walks leading to them. You then show the position of the garage upon the property, using

the same method as you did in placing the house upon the property. Then designate the drive that leads to the garage. If there be a curve in the drive you should designate that, showing approximately where the curve is. Then locate accurately the existing trees and shrubs, if any.

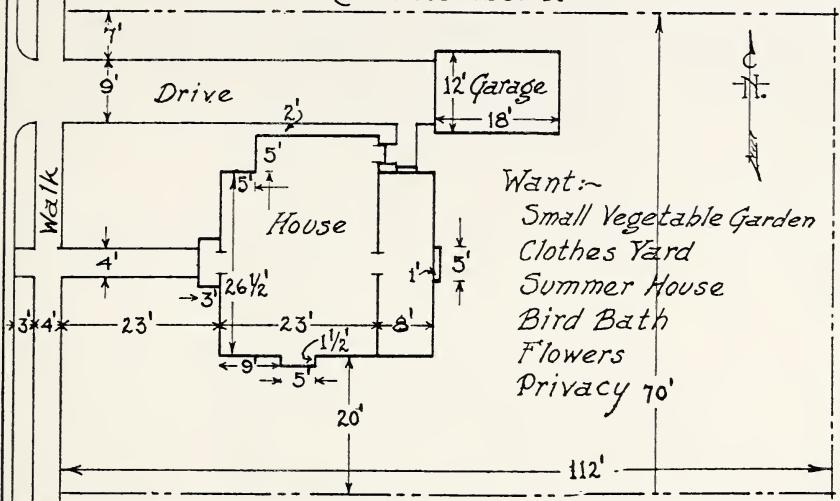
If the property is a large one and you feel that you would rather prepare the complete planting plan at your home or have the Home Office help, be sure you designate upon the sketch all distances in feet and all the special information you can get from the customer, designating his preferences, where he has any, for certain specific items, ascertaining whether or not he is interested in a perennial garden, rose garden, hedging, etc. It is always well to indicate whether the ground is level or sloping. If there are any terraces, show on your plan the location of the terraces and give both the height and width of the terrace. If the customer wishes to reserve a certain amount of space for a vegetable garden please be sure to indicate the location and the size. If there is no garage upon the property you should ask the prospect if he contemplates building one and then ascertain the size that it may be placed accordingly.

If it is a case where you desire the Home Office to co-operate upon this planting plan for you by preparing the plan at their home office, it is always advisable to send in three or four snapshot photographs showing the property itself and the adjoining property. It is well to take pictures showing each of the four sides. Then the architect preparing the plan knows just exactly what conditions he has to meet in order to prepare the right sort of a plan for the property. More information is needed where you send the plan in to the Home Office as they, of course, have not the opportunity of seeing the property as you have. The more information you give the better plan they can prepare. All information asked for on the sketch blank should be filled out at the time you make the preliminary survey. Try to secure architect's blue-prints of the house. We will return them with your landscape plan.

Do not try to memorize these directions. Take this booklet, your cross-section pad, and pencil, and go outside and try to make a survey of some place. Keep the booklet open for reference and follow the directions as they are set down. This is really a simple way of making a survey and after one or two practices you will find yourself able to do it without reference to the booklet.

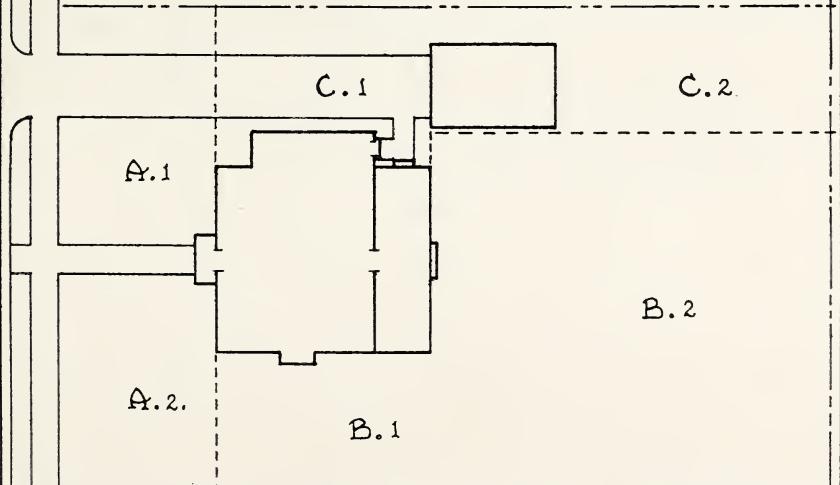
Making Simple Landscape Plans Many times suggestions for landscaping can be made while you are on the grounds by sketching a landscape plan directly on the paced or measured survey. This takes the least time and will sell jobs very readily. Better still, make the survey in the field and then draw up a plan at home during the evenings or during spare time. In this way a far neater plan can be made and you are able to give it better consideration. Landscape plans should be made in duplicate. Use a sheet of ordinary carbon paper. Place it between two sheets of cross-section

Figure 6.
Sketch Number 1.



The Rough Survey
Drawn to Scale 1 Inch equals 32 Feet.

Figure 7.
Sketch Number 2.



The Three Property Areas.
A=Public, B=Private, C=Service.

paper and re-draw carefully all the data shown on the sketch survey. This gives you two neat copies. With the carbon paper still between the sheets draw up the landscape suggestions.

***How to Make
Designs for
Home Grounds***

The work of making simple designs for the planting of home properties is certainly no more difficult than the making of sketch surveys. You can make these plans either on the sketches described in the preceding paragraphs, or on an enlarged sheet of paper by following the method and directions used in drawing Figures 6 to 11, Sketches 1 to 8.

In Figure No. 6, Sketch No. 1, page 51, we have the paced survey as drawn up by the salesman in the field. Note that he has set down the needs of the client. This is a very necessary bit of information if we are to give him a scheme that will please him and sell him on the job of planting.

Figure No. 7, Sketch No. 2, page 51, shows the same place as drawn up according to the directions for making simple landscape plans described on page 50. In Figure No. 7 we have added several dash lines that separate the three main property areas which are described on pages 28-29. These are labeled *A* for Public Area, *B* for Private Area, and *C* for Service. Draw lines on your own sketch separating the areas of the property.

Next, draw in the axis lines on your plan. (See pages 36-37 for discussion on axis lines.) This has been done in Figure No. 8. Here they are labeled Main Axis and Secondary Axis. A better method is to number them, numbering the most important one No. 1, the next in importance No. 2, etc. There may be only one axis line or there may be several. This varies on every place. Next, look over the list of features desired by the client. This is the list given under the word "Want" in Figure No. 6. In this list two features stand out as important items; the summer house and the bird bath. Of these two the summer house is the more important. If you have several features on your list number them in the order of their importance. The most important of all of them will be placed as a terminal for the most important axis line; the second in importance will go on the next most important axis and so on until all have been placed. If the axis lines are numbered and the features in the order of their importance, then No. 1 feature goes on No. 1 line, No. 2 feature on No. 2 line, etc. In Figure No. 8 the summer house and the bird bath are shown correctly located at the terminals of the two axis lines. Note that some space has been left back of each of them on the plan. This space will eventually be filled with shrubbery to form background for the features and privacy for the place. Always, if possible, leave four to ten feet back of features for planting.

Now take your pencil and with a free swing of the wrist draw into the section marked *A*, a number of smooth half-circles in the Public Area. Come close but not quite up to the property lines and bend back far enough to touch

Figure 8.
Sketch Number 3.

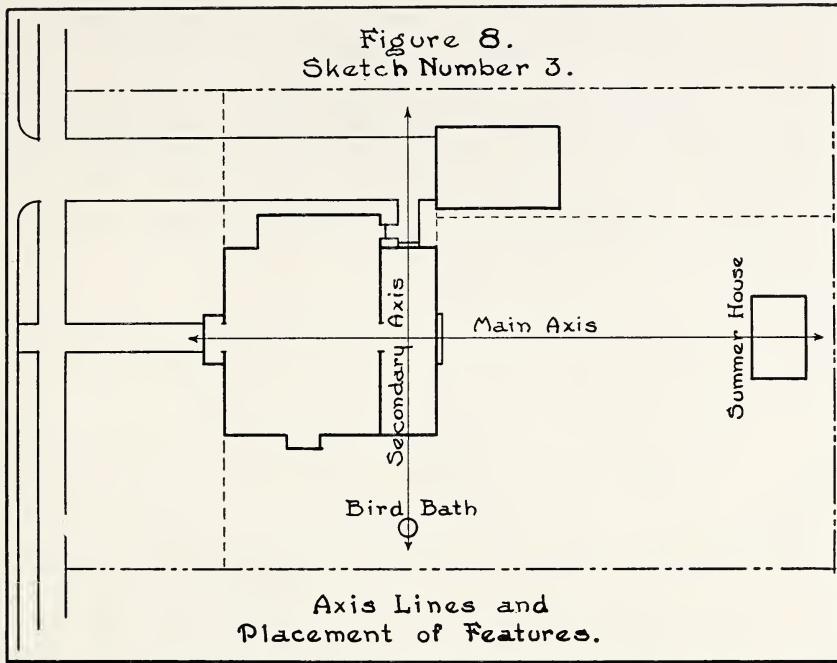
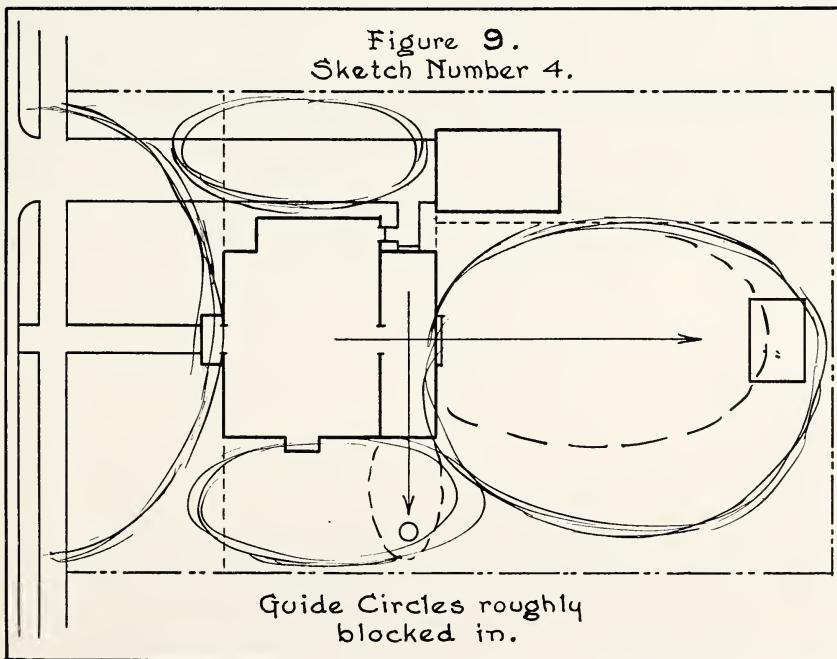


Figure 9.
Sketch Number 4.



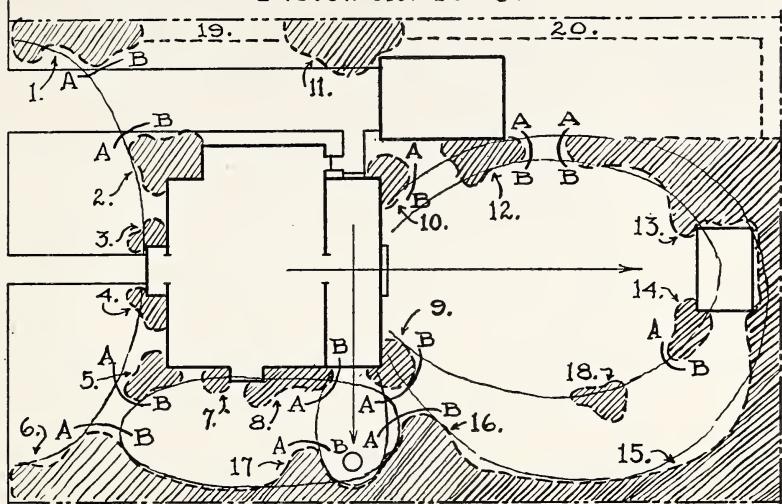
the front of the house at the center or the entrance door. Never make them come quite up to the front corners of the house. The service areas and the private areas are then blocked in with complete circles, using separate sets of circles for each part of the place where one fits in complete. Note that none of them shown in Figure No. 9, page 53, are perfect circles but are rather ellipses or egg-shape. Swing your pencil several times around to draw each one as the composite result will give you a better line. In the beginning your circular lines will not be smooth and even, but you will soon be able to do this with ease.

In Figure No. 9 you will observe the broken circular lines; one set in the rear extending from the back porch to the summer house, the other set at the lower side of the rear porch extending to the bird bath. These broken line circles are the foreground areas for the summer house and the bird bath. They are balanced on the axis lines and show the amount of lawn that should be kept open for the views to these features. If you will now examine Figure No. 10 you will see how these circles as well as the first ones help us to locate our shrub plantings. Wherever privacy and boundary plantings are desired these circles should be kept well inside the property lines and the lines that separate the three main property areas. In all the space back of and between these rough circular lines we may plant our shrubs and hedges. We must, however, harmonize these circles and make them in most cases blend one into the other. This is done by connecting the different ones to each other by short lines. Wherever two sets of circles cross or even come near each other they may be blended. These points are marked in Figure No. 10 by the lines labeled A-B. Examine them and see how it has been done.

Note also in Figure No. 10 the way that the shrub areas have been blocked in by the dash lines and the cross-hatched or shaded lines. All parts shaded are to be filled with shrubs. You will now see that we have smooth border planting lines and masses of plants that will give the necessary privacy within the property. You will see that there is good background for each feature and the plantings on each side or corner of the features will give them framework. In front of each the lawn is open so that the view will not be interrupted. Note that in the upper part of the plan, along the property line, there is a section marked by numbers 19 and 20. A hedge will be suggested here to conserve space in the private areas.

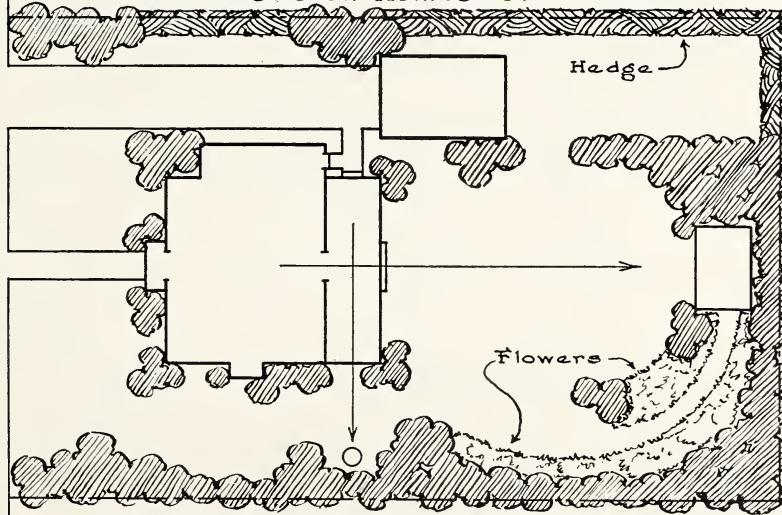
Figure No. 11 shows the same things suggested in Figure No. 10 except that all construction circles have been removed or erased and the shrub plantings and hedge made to look a little like the real things they represent. In this sketch the flower beds and garden are shown. This is the time to work in the flower borders. Note how they seem to fit into the property and to blend with the shrub plantings. In almost every case there will be some place left by the circles and the shrub masses where the garden can be worked in.

Figure 10.
Sketch Number 5.



Lines A-B harmonize and end circles.
Possible shrub masses cross-lined and numbered.

Figure 11.
Sketch Number 6.



Final shrub plantings blocked in. Flower border added. Construction lines removed.

Figure 12.
Sketch Number 7.

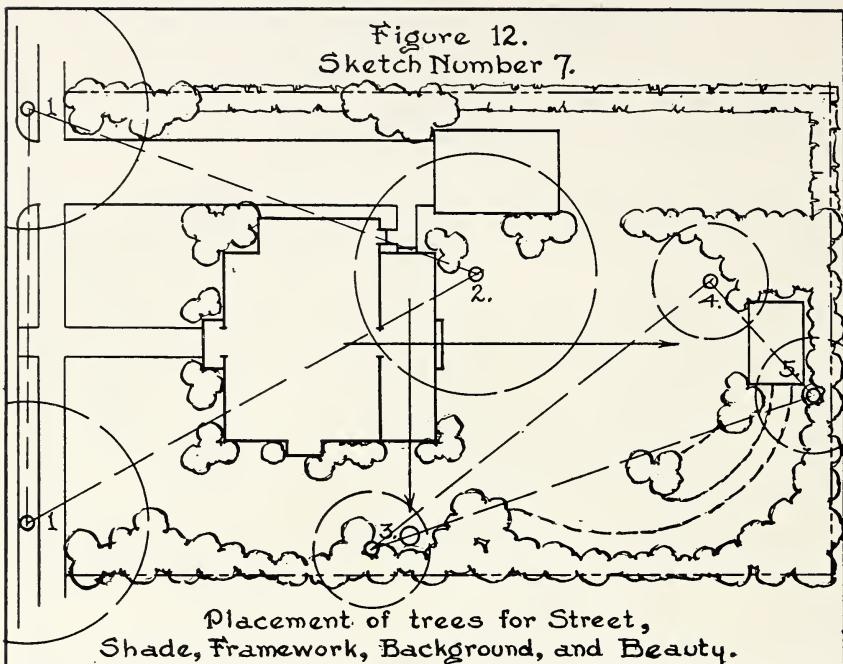
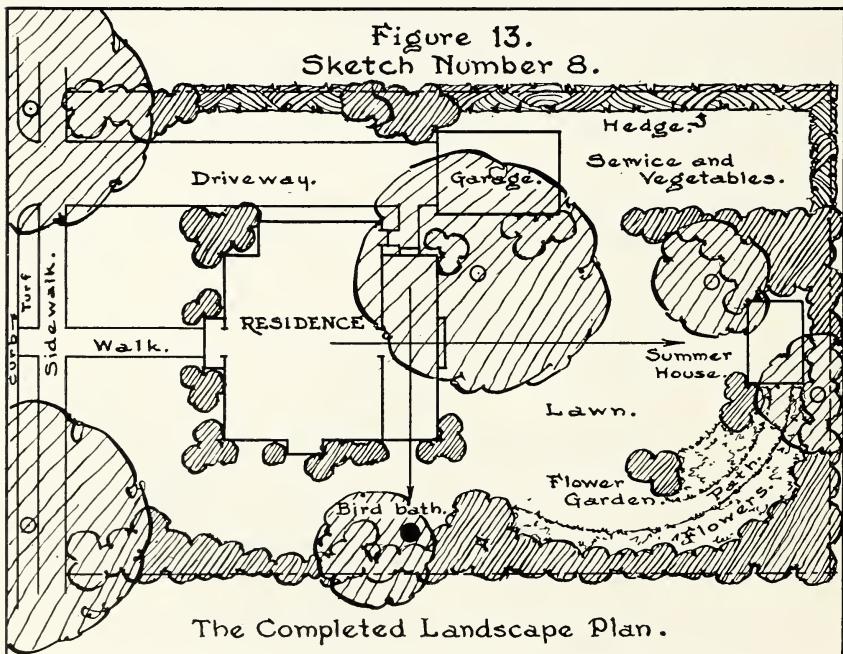


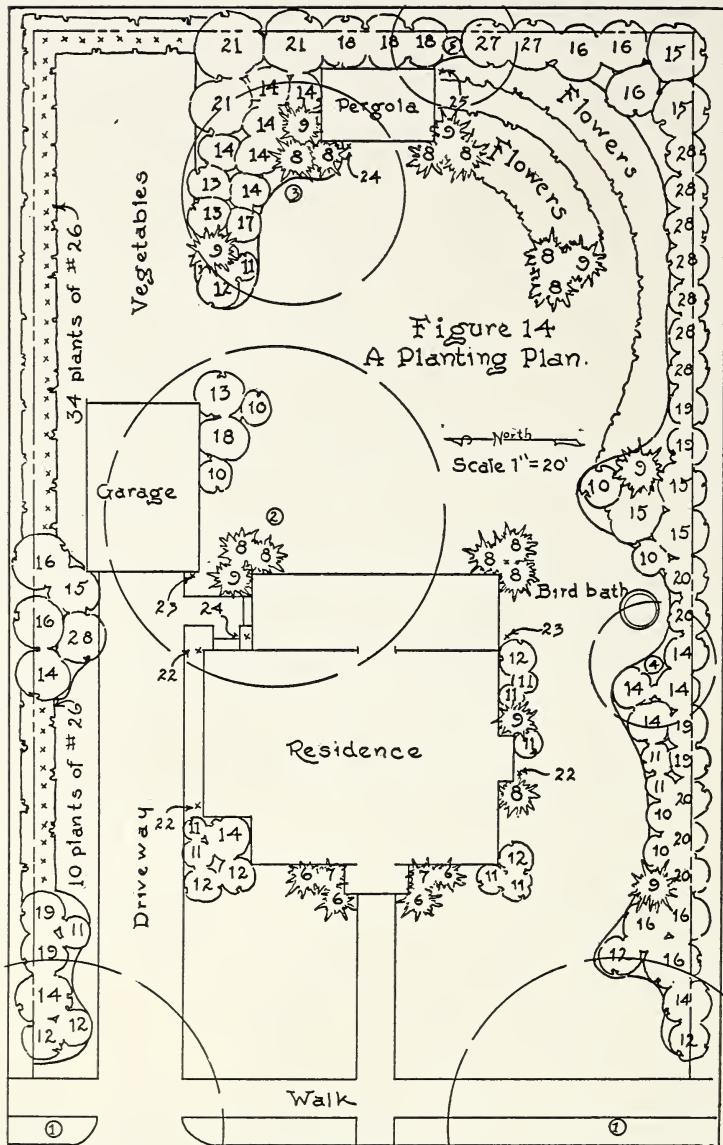
Figure 13.
Sketch Number 8.



Our next problem is that of locating the trees. The street trees are relatively easy. Place them at either side of the house so that they frame a view of the place from the roadway. Never plant them directly in front unless one is needed there for shade on a front porch. The street trees in Figure No. 12 are numbered 1. Tree No. 2 has been placed to give background for the residence and to partly shade the rear porch. This would be a medium sized tree or one that does not spread too widely but that will be tall enough to be seen over the top of the structure. Three other trees have been used in this plan; trees to give high spots along the border planting and to give greater interest to the summer house and the bird bath. These are trees marked in Figure No. 12 by numbers 3, 4 and 5. Observe that the three large trees and the three small trees in this sketch have been connected by dash lines that form triangles. The kind of trees we plant makes little difference. We must think as we draw them on our plans about their size. It is evident that tree No. 2 should be one that grows to a medium or large size. We would not desire many more large ones on a small place like we have here, so trees numbered 3, 4, and 5 will be considerably smaller. If any or all of these grew to large size the place would be too much shaded and the shrub and flower plantings would fail to grow well. Accordingly these three trees will be small. When drawing trees on your plan make circles to cover as much space as trees will shade. Remember these trees will be many years attaining full size.

You are now ready to draw up the complete home landscaping plan. This has been done for you in Figure No. 13. In drawing up the final plan to have it look like Figure No. 13 draw in the outline of all the shrubs, flowers, hedges and trees first. Show the centers of all trees with small circles or crosses. Then shade the trees first of all. This is done with a free hand, uneven line as shown. Next, cross-line the shrubs, making the lines a little closer together and do not cross-line any shrubs already covered up by the shading on the trees. Last, cross-line the hedges. For hedges we use lines that run in various directions as shown in Figure No. 13. Label the plan carefully and fully so that any one looking at it will know what each item is. If you cannot print, write evenly and clearly. You can soon learn to print by studying and copying letters that you find in advertisements and magazines. Never try to use fancy styles of lettering.

You will not be able to learn to produce nicely finished plans in one day. Your first attempts will be rough. But with a little experience you will soon be able to do good work and please your clients and increase your earnings materially. This plan service is your great opportunity to build up a satisfied clientele. From such plans you can sell the home owner a definite part of his planting each season. And here is the value of making them in duplicate with the use of the carbon paper between the sheets of your cross-section pad. You keep one copy and give the other to the client. This acts for the plants



A FINISHED PLANTING PLAN

Key No.	Name of Plant	Quan- tity	Key No.	Name of Plant	Quan- tity	Key No.	Name of Plant	Quan- tity
1	Sugar Maple	2	10	Flowering Almond	6	19	Quince, Japanese	6
2	Elm	1	11	Deutzia, Gracilis	11	20	Privet, Regel's	5
3	Oriental Plane	1	12	Deutzia, Lemoine	9	21	Cranberry, High-bush	3
4	Betchel's Crab	1	13	Deutzia, Pride of Rochester	3	22	Euonymus, Radicans	4
5	Mountain Ash	1	14	Forsythia Spectabilis	14	23	Silver lace vine	2
6	Mugho Pine	4	15	Fringe, Purple	6	24	Wisteria	2
7	Pyramidal Arbor Vitae	2	16	Honeysuckle, Tartarian	8	25	Bittersweet	1
8	Pfitzers Juniper	12	17	Hydrangea, Arborescens	1	26	Barberry, Japanese	44
9	American Arbor Vitae	8	18	Lilac	4	27	Mock Orange	2
			28	Honeysuckle, Morrow	7			

he orders. Mark on your copy what customer has ordered and then put it carefully away to be taken out the next season when you will make your second call. When you return to the client, do not tell him that you have come to sell him more material. Say that you came to look over the plants he bought last season and then as you talk with him if he does not speak about purchasing more plants, suggest in an off-hand way that such and such a plant would look good with what he now has, or that it would be fine if he could finish this group or that planting. The chances are more than even that he will do as you suggest.

But the simple landscape plan as shown in Figure No. 13 is not enough for you. You must be able to tell your client what kind of shrubs and trees and plants he is to place at the spots shown on the plan. This can be done well by using the tables in this booklet and you will have no trouble making satisfying plantings if you follow them.

SELECTING PLANT MATERIAL FOR A JOB

After years of study a set of tables has been worked out for you that will make it possible for you to suggest kinds and quantities of plants so that you may be able to tell your customers what plants to use and how many will be needed.

When your landscape plan is prepared like the one in Sketch No. 8 you are ready to select the plants. This is done by taking each group separately and, by using the tables, plants can be selected for each. In Sketch No. 5 you will see the various groups numbered. Each number represents a different problem. Solve each problem by itself and you will find that the problems are listed for you the very first thing in the tables. If you are not making a plan but wish to give recommendations on the ground you will use the tables in the same manner. Then you will study the problems on the ground, determining what you want to do, the effect desired, and the exact places where plants are needed. Note size in height and spread that plants should attain in relation to size of property, house, corners, doors, windows, foundations, etc. Note the soil, the moisture and the light conditions that prevail.

Check on the table the particular problem involved. For example, your problem may be a "foundation planting" or it may be a "border planting," or corners and angles of house, "screen plantings," etc. Note the plants advised for this as indicated by x marks in columns of shrub, evergreen and other tables, pages 69 to 75, and check those that will be satisfactory as to height, spread, etc. This will reduce the number of plants usable to a small group. Check the names of these. Any of them will be satisfactory. Now make your final selection by comparing the flower value, the time of bloom, the fall and winter effects, and the like.

The sizes of plant materials, both for height and spread, as given in the tables are only relative. Size will vary considerably with geographic location, quality of soil, amount of moisture, and the amount of light. The figures given are good averages and you may count them as relatively accurate.

When making planting plans make a list of all the plants you are recommending for the property on a separate sheet of paper. Give each kind of plant in the list a number and then use these numbers to mark the centers of the plants shown on the plan. Do not give this list to the customer until you are sure of his order. A finished planting plan is shown in Figure 14, page 58.

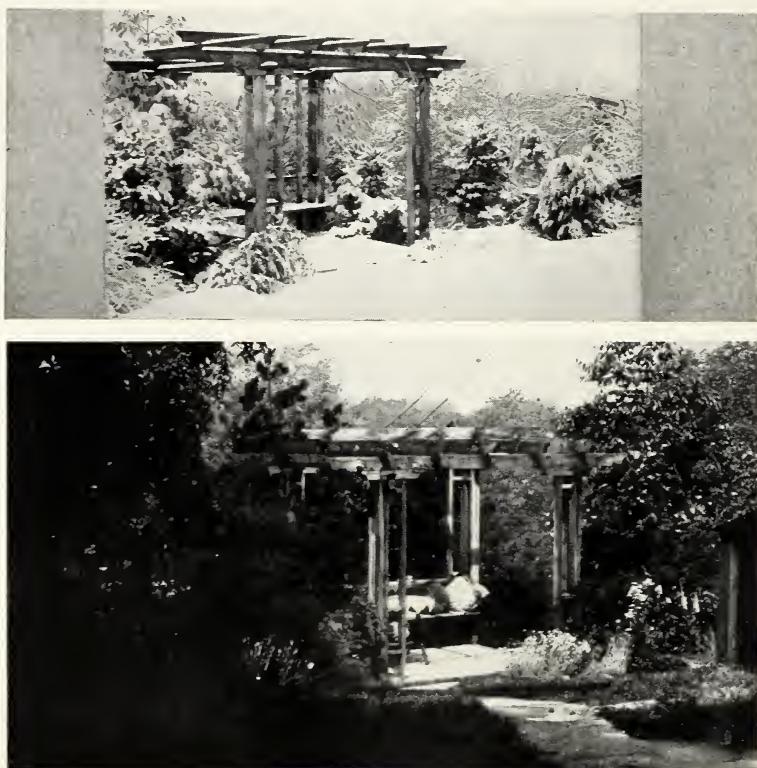


Illustration No. 26

MAKE THE YARD BEAUTIFUL BOTH IN SUMMER AND WINTER

PLANTING INFORMATION

Tree Planting Trees eventually give the greatest return for the trouble required in planting them. The commonest mistake made in placing trees is that of locating them so close together that when they are full grown they injure one another by the crowding of branches and produce too heavy shade on the lawns and street.

SHADE TREES

If shade is needed for the porch or grounds study carefully the exact place where you desire the shade. Watch the sun and note the spot on the ground whence a good tree would cast its shade upon the desired place. Do not think of the tree as a tiny sapling but remember that in a few years it will be tall and spreading.

STREET TREES

If there are no trees along the highway then street trees may be planted. These are usually located either in the strip of grass between the sidewalk and the road or else a few feet back upon the lawn. In some cities only certain kinds of trees of large sizes may be used for street planting. Ascertain from the City Park Departments just what the local ordinances require. Usually there are no restrictions on planting of lawn trees or rear yard plantings.

A street tree should never be planted directly in front of the house unless it is needed in that position to shade the front porch. When planted exactly in front of a home it spoils the attractive view of the house as seen by all who pass by. The best location for street trees is on either side of the house. They then form a green framework that affords an attractive setting for the building. Never plant street trees of any kind closer than forty feet apart.

KIND OF TREES TO PLANT

The tree planting table (page 69) will assist you in selecting the trees to use. In setting roadside trees the variety should be the same as those already planted along the street in question. This makes for uniformity and gives a better appearance to the highway. It is perfectly all right to have your lawn trees different from the varieties planted by your neighbors.

General Planting Information

In general, it may be said that the planting of trees, shrubs and vines is fundamentally the same. A few simple principles separate success and satisfaction from failure and disappointment.

First, it is absolutely essential that the hole which is to receive the plant be ample—and a little more—to accommodate the root system when it is spread out in its natural position. A cramped root system and its consequent inability to thrust its tender feeding fibres into loose, nutritious earth is responsible for many a casualty in planting.

Having made the proper excavation, it is necessary to examine and determine the quality of the soil which has been removed. The plant will do its best if the soil is of average nutritive value. The presence of small stones is not any indication of poor soil. A soil which is moderately fine in texture and fairly dark in color (showing the presence of available food material) should be used for maximum efficiency. In cases where not even fair soil is available, success may be obtained by increasing the depth of the excavation and putting some well-rotted manure in the bottom, being very sure to cover the fertilizer with a shallow layer of dirt so that the roots of the plant do not come in direct contact with the manure.

We now turn our attention to the plant and examine its root system. With a pair of sharp pruning shears or knife, cut off all damaged or frayed roots just above the place affected. It is well, while planting, to carry the immediate supply of plants in a tub or pail of water. This precaution not only prevents drying out but also enables the wet roots to pick up and retain particles of soil more readily when planted.

Place the plant in the hole to the same depth as it was in the nursery. This can be determined by the discoloration of the bark. Spread the roots in their natural position and shovel in some good soil around them to a point slightly more than half the depth of the hole, joggling the plant up and down gently in order to assure equal distribution of soil and elimination of air spaces. Tramp this down firmly, taking precaution not to injure the bark. Supply a generous amount of water and while this is settling one may work along on the next half dozen plants. By this time the water will have settled around the first plant and the rest of the space around it may be filled in with soil which should be firmly tramped down. Always leave a saucer-like depression around the plant so that it may collect all the water nature affords. Note: Roses are the only exception; mound up soil around these to about five inches above level of ground.

Never wet evergreens during the heat of the day. They should be sprinkled with a fine spray of water in the cool of the evening. This refers to the tops of the plants. Every evening for the first few weeks after planting is none too often.

If possible, it is wise to add a mulch of leaves or manure on all plantings. This is to retain moisture in the soil and to prevent the soil from becoming hard.

**Pruning
(At Time of
Transplanting)**

The exposed portion of any plant, whether it be tree, shrub, or vine, gives off through its leaves and branches much of the moisture which is taken up by its roots. At the time of transplanting it is extremely important to balance this income and output. The act of proper pruning establishes this balance which is so important to the adjustment of the plant to its new location.

In removal from its former location the plant cannot help but lose some of its root system. The plant cannot acquire as much moisture and food as it did previously so it is therefore necessary to prune back the head of the plant at least one third. As in the case of root pruning, a sharp knife or pruning shear should be used to insure a clean cut.

In pruning shade and ornamental trees it is important to cut out all branches which will tend to make the tree unshapely. Preserve and encourage those branches which seem to be in the proper relation to the trunk and to each other. Remove all cross branches and head back all remaining about one third with the exception of the leader which should be cut back less severely.

The pruning of shrubs and vines at the time of transplanting is essentially the same as in the case of the tree except that where the plant is heavily branched the oldest and heaviest branches should be cut out so it is considerably thinned out. This allows new vital growth and assures a healthy, well-formed plant. Prune all shade trees before planting.

PROPER SPACING OF PLANTS

Vines (on wall or arbor) from 5 to 10 feet apart

Low Shrubs (with ultimate height from 1 to 2 feet) 1½ feet apart

Small Shrubs (with ultimate height from 3 to 5 feet) 3 feet apart

Medium Shrubs (with ultimate height from 6 to 8 feet) 4 feet apart

Large Shrubs (with ultimate height from 10 to 20 feet) from 5 to 8 feet apart

Small Growing Trees (with ultimate height from 20 to 30 feet) from 15 to 25 feet apart

Medium Growing Trees (with ultimate height from 35 to 60 feet) from 30 to 50 feet apart

Large Growing Trees (with ultimate height from 60 to 120 feet) from 50 to 80 feet apart

HOW AND WHEN TO PRUNE ESTABLISHED PLANTS

Shrubs

MANY people have the idea that all shrubs should be pruned into formal shapes or rounded up to form a globe-shaped top. This is entirely wrong. Sometimes closely trimmed hedges or regularly sheared specimens are needed in formal situations but usually ornamental shrubs are allowed to take their natural form and habit without any special pruning save that necessary to maintain good vigor and appearance, such as the removal of weak, broken or diseased wood, unsightly flower or fruit clusters, and other unnecessary or offending parts.

The best way to maintain a healthy and natural condition is to practice a method of gradual renewal in addition to the usual removal of weak, injured or unsightly parts. This is done by pruning back a few of the old stems each season and gradually cutting out one or two entirely every year or two, at the same time keeping the rest of the plant thinned out a little to let in light and to encourage new growth, either from the base or from low down on the old stems. This treatment affords a natural method of keeping the plant within bounds and maintaining it at a certain size.

Pruning should be more a process of thinning out than trimming back and it should be performed regularly every year.

Much annual butchering of shrubs would be unnecessary if small planting spaces were planted sensibly with small growing shrubs instead of large



Illustration No. 27

CARELESS PRUNING WOULD RUIN THE FORM OF A BUSH LIKE THIS

ones. Frequently people thoughtlessly plant too near to sidewalks and roads and then the plants grow and become a nuisance and must be continually cut back and trimmed off.

The time to prune depends upon the time the plant blooms. Early flowering plants bloom from buds formed on last summer's twigs. Examples of this group are Forsythia, Van Houtte's Spirea, and Lilacs. Such plants should be pruned immediately after bloom is past and before twig growth begins. This is called summer pruning although the actual time of performing it may be May or June immediately after the plants are through flowering. If this pruning is delayed until winter there will be no bloom the following season.

Late flowering plants first make new twig growth and on this new wood the flowers appear late in the season. Examples of this group are the Hydrangea P. G., Althea or Rose of Sharon and Anthony Waterer Spirea. Such plants may be pruned at any time before growth starts in spring without danger of removing flower buds.

Should an early flowering shrub become too large or too tall for its situation in spite of gradual renewal or through neglect, it may be necessary to cut it back quite severely, losing thereby one season's bloom. If so, the operation should be delayed as late as possible, doing the pruning in late winter or early spring before the starting of growth. If a judicious choice is made in selecting shrubs for a given location, rarely should it be necessary to cut back the plant enough to cause the entire loss of bloom. A careful first choice coupled with gradual renewal pruning ought to eliminate this trouble and maintain satisfactory results.

Hedges The pruning of hedges is relatively simple. For best results a hedge should be wider at the bottom than at the top in order to afford maximum light for the bottom and side branches.

WINTER MULCHING AND COMPOST

IN NATURE plants are supplied with manure by the decomposition of dropped leaves and other vegetable matter. On the lawn, in gardens, and about our shrubs, the leaves are usually removed and no fertility returns to the soil. Leaves act as a winter mulch and protect plants from winter killing or being weakened. All plants are benefited by winter mulching. This can be done by using the leaves or any other vegetable matter such as old hay, straw, or manure. On the flower beds the heavy part of this must be raked off in the spring but on shrub beds it should be dug into the soil where it benefits by adding fertility and causing a greater retention of moisture by the ground.

New plantings of shrubs and trees, especially those set in the fall, need such a mulch. Partly rotted manure is best but decaying leaves are almost as good. The use of commercial fertilizers alone is to be condemned as they do not provide moisture-holding material or protection to the roots.

FERTILIZERS

A GREAT deal of soil fertility is removed by growing plants. This must be returned to the soil in one form or another if the plants are to maintain their quality and vigor. The best fertilizer is provided by the spading into the beds of substantial quantities of well rotted manure. At times it may be necessary to add some commercial fertilizer. If this is needed we must use one that is correctly balanced. There are three main elements in fertilizer mixture: nitrogen, phosphoric acid, and potash. The best type fertilizer for trees, shrubs, vines, and lawns is one that contains an equal per cent of these three elements. This is called a 1-1-1 ratio. Such a fertilizer can be obtained from any farmers' supply or feed store. On shrub beds and about trees this can be applied at the rate of ten to fifteen pounds for each 1000 square feet of surface covered. To renew the vigor of plants apply two such dressings during the first year and one each season thereafter.

LAWN MAKING

IF ONE is to have a smooth, green, fine textured lawn there must be a foundation of good soil or fertilizing food materials to supply the grass with nourishment and retain moisture during the hot, dry season of summer. This foundation is necessary whether the lawn is seeded in the spring or in the fall. A mixture of high grade, re-cleaned grass seed combined in the proportions set forth in the section headed "Types of Grass Seed" is most assured of success. Low priced seed is never the most economical. Assuming that one has either a foundation (4 or 5 inches in depth) of good quality top soil or that well rotted manure has been thoroughly spaded into a somewhat less fertile soil, we are ready to give attention to the actual sowing of the grass seed.

Seeding First rake to a finished grade and a perfect seed bed. Seed carefully, sowing the seed in two lots and spreading it *The Lawn* first in one direction and then again at right angles with the first seeding. By going over the ground twice and in two directions the seeding is done much more evenly. *Early fall seeding is best in all northern sections because lawn grasses germinate and grow well at this time while most weeds do not start until spring.* In this way fall seeding gets a fine start on spring weeds and starts growing in the spring long before seeding could be done.

TYPES OF GRASS SEED

HERE are three main types of northern lawn grasses as follows: Kentucky bluegrass, Red fescue, and Bent grass. Kentucky bluegrass is the common lawn and roadside grass on rich, limy clay and clay loam soils. Red fescue and Bent grass are the prevailing grasses on the lighter and more acid soils.

For a Kentucky bluegrass lawn use 3 pounds of bluegrass and 1 pound of Redtop per 1000 square feet. If white clover is desired, it may be added at

the rate of $\frac{1}{4}$ pound per 1000 square feet but it should not be seeded until springtime after the other grass has started. Redtop is a temporary grass and very quick growing. It will cover the ground at once while the slower bluegrass is getting under way. Kentucky bluegrass likes a rich heavy soil with normal moisture. (For moist or wet soil in shade use Roughstalk bluegrass known technically as *Poa Trivialis*. Wherever the shade is too dense for Kentucky bluegrass use Roughstalk bluegrass as this form will flourish in shade.)

For a Red fescue lawn use 6 pounds of Fescue and 1 pound of Redtop per 1000 square feet. Any variety of Fescue is good except Sheep fescue which is too clumpy and coarse for lawn work. Red fescue is very useful in two special situations. It succeeds well in poor, sandy soil where all other grasses fail. It grows well in shade. These two qualities make it the best grass of all for dry shade.

For a Bent lawn use 1 pound of Bent and 2 pounds of Redtop per 1000 square feet. Bent seed is very expensive but since the seed is very small in size a pound goes much farther than a pound of any other seed. Probably the finest turf of all is made by using a pure seeding of Bent at the rate of 3 pounds per 1000 square feet.

Top Dressing and Care After seeding with any of the above mixtures cover the seed lightly by raking gently or by top-dressing with screened compost or rotted manure at the rate of 1 cubic yard per 1000 square feet. Follow this by a thorough rolling. If dry weather delays germination, water the seeding gently but thoroughly until the ground is soaked. Night watering is best. If more dry weather follows after the grass is up then the lawn must be watered thoroughly every few days. Cut the grass when it is $1\frac{1}{2}$ inches high. The grass may well be left uncut for over winter and also during dry spells in summer. At all other times cut often and regularly.

Annual Care and Fertilizing In the spring roll the lawn, topdress with compost, and fertilize with ammonium sulphate. Do this before the grass begins to grow. Use 3 wheelbarrow loads of screened compost plus 3 pounds of ammonium sulphate per 1000 square feet. The ammonium sulphate is a good fertilizer and discourages the growth of many weeds.

If compost cannot be obtained and the home owner must depend on commercial fertilizer, apply early in the spring while there is still plenty of moisture in the soil, 5 to 10 pounds of a fertilizer that is more balanced than the ammonium sulphate.

Select a fertilizer with a 1-1-1 ratio, which means that there are equal per cents of nitrogen, phosphoric acid, and potash. If more feeding of the lawn

is desired apply either ammonium sulphate or nitrate of soda once or twice during the season at the rate of 3 pounds per 1000 square feet. Both of these fertilizers will burn the grass unless applied while it is raining or else watered in thoroughly after scattering.

• • • • •

IN bringing this book to a close we feel we can do nothing better than to again call your attention to that splendid Rotary Club slogan: "He profits most who serves best."

To serve well, certainly to serve best, a salesman of nursery products must be able to give helpful, constructive suggestions and correct information to home owners. Careful study of this book will almost surely enable you to do this and thus serve your customers better with greater profit to yourself.

Always remember you are helping to make America more beautiful, homes more lovable and livable, to say nothing of making these same homes more valuable. Where is there a business more worth while or a proposition quite so interesting?

Study your business. Learn all you can about it. Serve your customers well, for there all honor lies.

THE END

TREE PLANTING TABLE

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For Wide Streets		For Narrow Streets		For Lawns		Heavy Shade		Light Shade		Distance apart to produce when full grown		Common Name		Color of flowers		Season of flowers		Approximate Height		Approximate Spread		SPECIAL FEATURES	
X	X	X	X	X	X	X	X	X	X	40	40	Ailanthus	.....	.....	.....	.....	.....	50 - 60	40	40	40	Foliage gives tropical effect. Fast grower. Good Street tree. Fairly rapid grower. Attractive white bark.
										20	20	Birch, White Upright	.....	.....	.....	.....	.....	50 - 70	40	20	20	Attractive white bark. Drooping branches.
										20	20	Birch, Cut Leaf Weeping	.....	.....	.....	.....	.....	30 - 40	20	20	20	Large leaves. Umbrella like tops.
										8	8	Catalpa, Bungei	.....	.....	.....	.....	.....	6 - 8	6	6	6	Beautiful flowers in Spring.
										15	15	Crab, Flowering	White, Pink or Red	May	10 - 20	15	15	15	15	15	15	15	Beautiful spring bloom. Do well in shade. Large, spreading tops. Fine street tree.
										15	15	Dogwood, Flowering	White or Pink	May	15 - 25	15	15	15	15	15	15	15	Another beauty in spring.
										40	40	Elm, American	Light purple	April	60 - 80	60	60	60	60	60	60	60	Very fragrant flowers.
										15	15	Judas Tree	Cream-white	July	40 - 60	20	20	20	20	20	20	20	Fast growing soft maple.
										30	30	Linden	.....	.....	.....	.....	.....	40 - 50	40	40	40	Beautiful seed tree. Hard Maple.
										30	30	Maple, Ash leaf	.....	.....	.....	.....	.....	40 - 50	40	40	40	Like Norway Maple, except has purplish red foliage in spring.
										40	40	Maple, Norway	.....	.....	.....	.....	.....	30 - 40	30	30	30	Fast growing soft Maple. Foliage silvery underneath.
										40	40	Maple, Schwedler's	.....	.....	.....	.....	.....	40 - 50	40	40	40	Foliage hard Maple.
										40	40	Maple, Silver	.....	.....	.....	.....	.....	50 - 60	40	40	40	Covered with beautiful red berries in late summer. Fine lawn tree.
										40	40	Maple, Sugar or Rock	.....	.....	.....	.....	.....	20 - 25	15	15	15	Small weeping tree. Useful for ornamental purposes.
										15	15	Mountain Ash	.....	.....	.....	.....	.....	6 - 8	8	8	8	Good street tree. Stands smoky city conditions well.
										8	8	Mulberry, Weeping	.....	.....	.....	.....	.....	50 - 60	50	50	50	Attractive purple foliage.
										40	40	Plane, Oriental	.....	.....	.....	.....	.....	15 - 20	15	15	15	Tall, graceful spire-like trees for screens, etc.
										10	10	Plane, Purple Leaf	.....	.....	.....	.....	.....	60 - 70	15	15	15	Very attractive foliage and flowers. Colored fruit in fall.
										10	15	Poplar, Lombardy	.....	.....	.....	.....	.....	15 - 20	15	15	15	Fine near water and for wind breaks.
										40	40	Thorns, Flowering	White or Pink	May	.....	.....	.....	35 - 50	40	40	40	.....
										X	X	Willow, Weeping	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

IMPORTANT.—In most large cities there are local ordinances requiring certain varieties of trees and certain sizes for street planting. Be sure to find out from the City Park Departments just what their local requirements are.

SHRUB PLANTING TABLE

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Note 1—Distances between shrubs may be greater or less—Distances shown are good average.

Note 2—Height of shrubs may be kept down by pruning, and vary according to soils, care, etc.

Note 3—Spreads of shrubs can also be controlled by pruning, and vary according to soils, care, etc.

COMMON NAME										FALL OR WINTER EFFECT OR OTHER SPECIAL FEATURES	
1										Season of Flowering	
2										Color of Flowers	
Plant. See Note to Note 1	Prop. distance in feet apart to Note 1	Height in feet Note 2	Prop. distance in feet above Note 2	Height in feet Note 3	Prop. distance in feet above Note 3	Color Note 4	Color Note 5	Color Note 6	Color Note 7	Season of Flowering	Color of Flowers
X	X	3	3	3	3	Almond, Flowering Aralia, Five-leaved Althea, Rose of Sharon Barberry, Japanese (<i>I. thunbergii</i>)	5	3 - 4	Pink	May	Good in shade and dry places.
X	X	4	4	4	4		7	3 - 5	Various Colors	Aug.-Sept.	Beautiful orange-red foliage in Fall, red berries in winter.
X	X	3	3	3	3		10	4 - 6	.....	.....	Purplish-red foliage throughout the summer if planted in full sunlight. Foliage not colored in shade.
X	X	3	3	3	3	Barberry, Red Leaved	4	3 - 4	.....	.....	.....
X	X	4	4	4	4	Beauty Bush Butterfly Bush Calycanthus Corallberry	8	4 - 5	Pink Lavender Chocolate Pink	June-July June-Aug.	Beautiful red berries in Fall and winter. Does well in shade.
X	X	3	3	3	3		5	2 - 3	.....	.....	Striking red bark. Beautiful con- trast against snow in winter.
X	X	4	4	4	4	Cornus, Red Twig. (<i>Siberica</i>)	4	2 - 3	.....	.....	Yellow bark, striking winter effect
X	X	4	4	4	4	Cornus, Yellow twig. (<i>Lutea</i>)	8	3 - 5	Cream	June	Attractive yellow foliage if plant- ed in sun.
X	X	2	2	2	2	Deutzia, Gracilis	7	3 - 5	White White White	June May	Winged stems and orange fruit attractive red foliage in fall.
X	X	3	3	3	3	Deutzia, Lemoine	3	2 - 3	.....	.....	.....
X	X	4	4	4	4	Deutzia, Pride of Rochester	8	3 - 5	White	May	.....
X	X	5	5	5	5	Elder, Golden	10	5 - 7	White	June	.....
X	X	4	4	4	4	Euonymus, <i>Alatus</i> (Winged)	8	4 - 6	Yellow	June	.....
X	X	5	5	5	5	Euonymus, <i>Fortunei</i>	7	6 - 9	Yellow	April	.....
X	X	5	5	5	5	Forsythia <i>Spectabilis</i>	6	6 - 8	Yellow	July	.....
X	X	5	5	5	5	Forsythia <i>Suspensa</i>	15	6 - 9	Rosy-Purple	April-May	.....
X	X	4	4	4	4	Fringe, Purple Honeysuckle, Fragrant	8	4 - 6	White	May	.....
X	X	4	4	4	4	Honeysuckle, Morrow's	6	4 - 6	White	May	.....
X	X	5	5	5	5	Honeysuckle, Tartarian	10	5 - 7	White or Pink	May	.....
X	X	4	4	4	4	Hugonis Golden Rose of China	6	3 - 5	Golden-yellow	June	.....
X	X	3	3	3	3	Hydrangea, Arborescens	4	3 - 4	White	June-Aug.	.....

COMMON NAME		Color of Flowers		Season of Flowers		FALL OR WINTER EFFECT OR OTHER SPECIAL FEATURES	
Hydrangea, P. G.	3	3 - 5	White (fading to Pink) Red	Aug.-Sept.	May		
Japan Quince	3	3 - 5	White	May	May		
Kerria, White	3	3 - 5	Yellow	May	May		
Kerria, Double Yellow	3	3 - 5	Various Colors	May	May		
Lilac	5	5 - 7	Pink	May	May		
Plum, Double Flowering	6	5 - 7	.....	.....	.....
Privets, Calif., Amour River, Ibota	4	4 - 5	.....	.....	.....
Privet, Regel's	4	4 - 5	.....	.....	.....
Rugosa Rose	3	4 - 5	White	June-July	July		
Snowball, Old Fashioned	4	4 - 5	Pink	June-July	July		
Snowberry	3	4 - 5	.....	.....	.....
Spirea, Anthony Waterer	2	3 - 4	Red	July	July		
Spirea, Arguta	4	3 - 4	White	July	July		
Spirea, Billardi	4	3 - 4	Pink	July	July		
Spirea, Callosa Alba	2	2 - 3	White	July	July		
Spirea, Fricobel's	3	3 - 4	Crimson	July	July		
Spirea, Korean	4	3 - 4	White	May	May		
Spirea, Prunifolia	4	3 - 4	White	May	May		
Spirea, Thunberg's	4	3 - 4	White	May	May		
Spirea, Van Houtte's	4	4 - 5	White	May	May		
Stephanandra	3	2 - 3	.....	.....	.....
Sumac	5	4 - 5	.....	.....	.....
Syringa, Golden	3	4 - 5	White	June-July	July		
Syringa, Lemoine's	4	3 - 4	White	June-July	July		
Syringa, Mock Orange	5	3 - 4	White	June-July	July		
Syringa, Virginiana	4	5 - 7	White	June-July	July		
Tamarix	4	5 - 7	Pink	May-June	May-June		
Viburnum, Cassindoides	4	4 - 6	White	June-July	July		
Viburnum, Dentatum	4	4 - 6	White	May-June	June		
Viburnum, Lantana	5	5 - 7	White	June	June		
Viburnum, Lentago	4	5 - 6	White	May-June	May-June		
Viburnum, Opulus	4	5 - 6	White	May-June	June		
Weigela	3	3 - 5	Various Colors	May-June	Oct.-Nov.		
Witch hazel	4	10 - 12	Yellow	May-June	Oct.-Nov.		

EVERGREEN PLANTING TABLE

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—It must be remembered that Evergreens growing in nature very slow, and those varieties which may ultimately reach a tall height and wide spread will

Colorado Spruce are grown from seed and fully 90 per cent of them are green. In a large planting a few specimens can usually be found that are quite blue in appearance. The real true blue Spruce is the grafted variety, Koster's Blue. This variety is scarce and expensive.

VINE PLANTING TABLE

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COMMON NAME	Color of Flower	Time of Bloom	SPECIAL FEATURES
For French	Orange-red Yellow	June-July June	Attractive rich colored foliage in fall. Trumpet-shaped flowers. Beautiful orange-yellow fruit in fall.
For Arbors	White	Sept.-Oct.	Blue-black fruit. Rich fall color effect. Rapid growing. Sweet scented flowers.
For Porches	White, Pink, or Purple	June-Sept.	Very showy, large flowers. Large leaves. Makes very dense growth.
For Brick, Stucco or Plaster	Yellow	.....	Evergreen foliage. Round leaves. Strong growing vine. Flowers fragrant.
For Foundations or Slopes	.....	.....	Evergreen foliage. Needs protection in extreme north.
For Covering Banks	.....	.....	Red berries in fall.
Ground Cover	.....	.....	Fast growing. Comparatively new.
Plants	.....	.....	Attractive red foliage color in fall.
For Stucco or Plaster	.....	.....	Beautiful flowers.

*Will cling tightly to any masonry and spread rapidly.

HARDY PERENNIAL TABLE

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VARIETY	Season of Bloom		Color of Bloom	Approximate Ultimate Height
	Summer	Autumn		
Achillea, The Pearl	18 in.	18 in.	White	2 feet
Alyssum	18 in.	24 in.	Yellow	12 - 18 inches
Anemone	X	X	White	2 - 3 feet
Aquilegia—Columbine	X	X	Pink	2 feet
Arabis—Rock Cress	X	X	Blue, Red, Yellow, Pink, Purple, White	6 inches
Aster, Hardy	12 in.	24 in.	White	3 - 4 feet
Astilbe, Spirea—Perennial Spirea	36 in.	36 in.	Blue, Purple, White, Pink	3 feet
Bellflower	24 in.	36 in.	White, Pink, White	4 - 5 feet
Campanula—Caterbury Bell	18 in.	18 in.	Pink, Blue, White	2 feet
Ceratium, Tectorum	18 in.	18 in.	White	1 foot
Chinese Lauren Plant	12 in.	24 in.	Orange-red seed pods	2 feet
Chrysanthemum, Hardy	12 in.	24 in.	Bronze, Pink, Red, White, Yellow	2 - 3 feet
Columbine—Aquilegia	X	X	Blue, Red, Yellow, Pink, Purple, White	2 feet
Coreopsis	24 in.	24 in.	Yellow	2 - 3 feet
Day Lily—Hemerocallis	30 in.	36 in.	Yellow	2 - 3 feet
Daisy, Shasta—Larkspur	X	X	White	2 - 3 feet
Delphinium—Bleeding Heart	X	X	Blue	2 - 4 feet
Dicentra—Gas Plant	18 in.	30 in.	White	2 - 3 feet
Digitalis—Fox Glove	X	X	Pink	3 - 4 feet
Eulalias—Ornamental Grasses	36 in.	36 in.	Pink, Purple, Red, Yellow, White	3 - 4 feet
Forget-Me-Not—Myosotis	24 in.	X	White	3 - 4 feet
Fox Glove—Digitalis	X	X	Orange-red	1 - 2 feet
Funkia	18 in.	X	White	1 - 2 feet
Gaillardia	24 in.	X	White	1 foot
Garden Pinks	8 in.	X	Yellow	5 feet
Golden Glow	36 in.	X	White	2 feet
Gypsophila	18 in.	X	Yellow	3 - 4 feet
Helianthus	36 in.	X	Yellow	4 - 5 feet
Heliopsis	30 in.	X	Yellow	2 - 3 feet
Heliotrope—Valeriana	24 in.	X	Lavender	2 - 3 feet
Heucherella—Day Lily	30 in.	X	Yellow	2 - 3 feet
Heuchera	18 in.	X	Pinkish-red	1 - 2 feet
Hibiscus—Mallow	36 in.	X	Pink, Red, White	4 - 6 feet
Hollyhocks	30 in.	X	Pink, Red, White, Yellow	5 - 6 feet

VARIETY	Approximate Ultimate Height	Color of Bloom	Season of Bloom		
				Shrubby plants	Herbaceous plants
<i>Iberis Semperflorens</i> —Candytuft	12 in.	X	March-May	1 foot	White
<i>Iris</i> , <i>Cristata</i>	8 in.	X	April-June	6 - 12 inches	Pale-lilac
<i>Iris</i> , <i>Japan</i>	24 in.	X	June	3 - 4 feet	Pink, Purple, Red, White
<i>Iris</i> , <i>German</i>	24 in.	X	May-June	2 - 3 feet	Blue, Pink, Purple, Red, White, Yellow
<i>Iris</i> , <i>Pumila</i>	8 in.	X	May	1 foot	Yellow, White, Blue
<i>Iris</i> , <i>Siberian</i>	24 in.	X	May-June	2 - 3 feet	Blue
<i>Japanese Sprig</i> — <i>Pachysandra</i>	6 in.	X	May-June	1 foot	White
<i>Lantana</i> Plant	12 in.	X	in Autumn	Orange-red seed pods	Orange-red seed pods
<i>Larkspur</i> — <i>Delphinium</i>	36 in.	X	June-Oct.	2 feet	Blue
<i>Lathyrus</i> — <i>Perennial Sweet Pea</i>	12 in.	X	June-Aug.	3 - 4 feet	Pink, White
<i>Lavendula</i> — <i>Sweet Lavender</i>	24 in.	X	July-Aug.	2 - 3 feet	Purple
<i>Liatris</i>	12 in.	X	July-Sept.	4 - 5 feet	Purple
<i>Lily</i> of the Valley	6 in.	X	May-June	6 - 8 inches	White
<i>Lobelia</i>	12 in.	X	July-Aug.	3 - 4 feet	Red
<i>Lupine</i>	24 in.	X	May-July	3 - 4 feet	Blue
<i>Lychins</i>	24 in.	X	June-July	2 - 3 feet	Red
<i>Mallow</i> — <i>Hibiscus</i>	36 in.	X	July-Sept.	4 - 6 feet	Pink, Red, White
<i>Monarda</i> — <i>Bee Balm</i> — <i>Bergamot</i>	24 in.	X	July-Sept.	2 - 3 feet	Red
<i>Myosotis</i> — <i>Forget-Me-Not</i>	12 in.	X	July-Sept.	1 - 2 feet	Blue
<i>Pachysandra</i> — <i>Japanese Spurge</i>	6 in.	X	May-June	1 foot	White
<i>Paeonia</i>	36 in.	X	May-June	2 - 3 feet	White, Pink, Red
<i>Phlox</i>	30 in.	X	June-Sept.	2 - 3 feet	White, Pink, Red, Purple
<i>Phlox</i> , <i>Subulata</i>	12 in.	X	April-June	6 - 12 inches	Pink
<i>Pink</i>	8 in.	X	July-Sept.	1 foot	White, Pink, Red
<i>Platycodon</i> — <i>Balloon Flower</i>	24 in.	X	July-Sept.	2 - 3 feet	Blue, White
<i>Poppy</i> , <i>Oriental</i>	18 in.	X	May-June	3 - 4 feet	Orange-red
<i>Primula</i> — <i>Primrose</i>	12 in.	X	April-May	6 - 12 inches	Yellow
<i>Pyrethrum</i> — <i>Painted Daisy</i>	36 in.	X	July-Sept.	2 - 3 feet	Pink, White
<i>Rudbeckia</i> — <i>Newmanii</i>	30 in.	X	July-Sept.	5 feet	Yellow
<i>Sedum</i> , <i>Acre</i>	8 in.	X	May-June	4 inches	Yellow
<i>Sedum</i> , <i>Spectabile</i>	12 in.	X	Aug-Sept.	1 - 2 feet	Rose-color
<i>Shasta Daisy</i>	36 in.	X	July-Sept.	2 - 3 feet	White
<i>Silene</i> , <i>Schafta</i>	8 in.	X	July-Oct.	4 - 6 inches	Pink
<i>Statice</i> , <i>Latiololia</i>	18 in.	X	July-Sept.	2 feet	Purplish-blue
<i>Sunflower</i> , <i>Dwarf</i>	30 in.	X	Aug-Sept.	4 - 5 feet	Yellow
<i>Sweet William</i>	12 in.	X	May-July	1 - 2 feet	Pink, Red, White
<i>Tritonia</i> , <i>Pittosporum</i>	21 in.	X	Aug.-Sept.	2 - 3 feet	Orange-scarlet
<i>Valeriana</i> — <i>Heliotrope</i>	30 in.	X	May-July	3 - 4 feet	Lavender
<i>Veronica</i>	12 in.	X	June-Sept.	3 - 4 feet	Blue
<i>Vinca</i> — <i>Periwinkle</i>	8 in.	X	April-May	6 - 12 inches	Blue
<i>Viola</i>	36 in.	X	May-June	4 - 5 feet	Violet, Blue, White
<i>Vinca</i> , <i>Adams's Needle</i>			May-July		

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